



Time means money to the Ericsson Line, who have been running for over 100 years on a daily, overnight schedule between Philadelphia and Baltimore. Mr. Otto Searfoorce, Pier Superintendent, can tell you a lot about the job "American" Trucks are doing for Ericsson:

"We handle hundreds of tons of merchandise daily," he says, "and 'Americans' have definitely contributed to our record of having the lowest handling cost along the Philadelphia waterfront. Maintenance costs are remarkably low — far lower than we ever knew with wooden trucks. And 'Americans' handle so easily that our men are perfectly happy to keep things moving fast all the time."

Write for details of other "case histories" — and for complete catalog.

"American" Truk-Paks play a big part in Ericsson's excellent record. Truk-Paks not only increase the capacity of their trucks but also eliminate lost motion, both on the pier and in the ship. Stevedores keep working steadily, taking loaded Truk-Paks in one direction, returning with empties. They never have to wait for loading or unloading. And Mr. Searfoorce says, "We haven't had a kick from our claims department since we have used Truk-Paks."

The American Pulley Company
4270 Wissahickon Ave., Philadelphia, Pa.



Style NYS Stevedore Truck. There's a size and style for every need in every industry.

AMERICAN
PRESSED-STEEL
HAND TRUCKS

New 1941 DODGE *Job-Rated* TRUCKS NOW READY!

**BIG
MONEY-
SAVING
NEWS**

**FOR
TRUCK
USERS**



HERE'S WHY THEY'LL CUT YOUR COSTS..

• Yes, more than ever, new 1941 Dodge *Job-Rated* trucks are built to fit the job—your job! The chart (at right) tells why.

Then, too... they'll save money on your job because of dependable Dodge *quality*—Dodge *quality* that comes from fine materials; Dodge *quality* that endures because of precision manufacturing and workmanship.

Add it all up! Progressive Dodge truck engineering...reliable Dodge *quality*...Dodge low prices. The sum total is *VALUE*...big *value*! See your Dodge dealer now... for the best truck you ever owned.

DODGE DIVISION, CHRYSLER CORP., DETROIT, MICHIGAN

A TRUCK THAT FITS YOUR JOB SAVES YOU MONEY!

Trucks too small for your job or too large for your job are costly.

➔ Dodge builds 112 standard chassis and body models—one to fit your job.

Trucks that are underpowered or overpowered are wasteful.

➔ Each Dodge *Job-Rated* truck has the right one of 6 different truck engines.

Trucks with the right sized units throughout last longer on your job...

➔ Each Dodge truck has the right one of many clutches, transmissions, rear axles, etc.

What you pay for trucks is important... but what you get for what you pay is even more important.

➔ Dodge *Job-Rated* Trucks are **PRICED WITH THE LOWEST** for Every Capacity

DEPEND ON DODGE *Job-Rated* TRUCKS

1/4 3/4 1 1 1/2 2 3-TON CAPACITIES 112 STANDARD CHASSIS AND BODY MODELS ON 10 WHEELBASES

Job-Rated MEANS A TRUCK THAT FITS YOUR JOB

SEE YOUR
DODGE DEALER FOR
A GOOD DEAL
ON RELIABLE
USED TRUCKS, TOO!

Business as Usual? Just Another Worry

(An Editorial)

ONLY the future can be counted on to determine how transportation and industry will fare under the legislative diet offered in the new Transport Act, signed last month by the President. For the immediate present, however, there are mixed misgivings as to what may happen under the conscription law in the depletion of men who are skilled in handling traffic work in the offices and on the road. Management may justifiably be jittery, but the peacetime conscription law is not going to be as severe in its requirements as anticipated and thus, depletion of employe ranks will probably be light.

The new Transport Act, however, is construed by many as just further protection for the railroads in their fight to limit competition by the waterways and motor trucks. In regard to the latter, there has already been too much legislation that hampers motor freight operation, both by Federal and State Governments.

Shippers have been too long geared to road transportation to withstand the effect economically of having this important cog in their transport machinery clogged to a point of impotency through inimical legislation, restrictions, and high taxes.

As motor transportation prospers, so does the Nation. Unfortunately, however, this axiom is little known to the lawmakers in general, possibly because they are guided by public opinion, which for the most part is ignorant of what motor transportation means in economics and the Nation's growth.

In some 48,000 communities, where rail services do not exist, it is important to remember that it was motor transportation that made it possible for industry to serve the people living there, in fact, motor transportation alone made possible the very existence of these communities.

But industry's dependence on motor freight is nationwide, an experience that goes back to the days when before the motor truck's introduction, markets were limited.

Thus, industry's misgiving about how motor freight may fare legislatively is well founded. It is best to be wary of any plans that have as their basis a mortal blow to this unit of transportation. Otherwise, marketing methods are likely to be disrupted as well.

Spear Resigns from Wiggin Terminals

Samuel G. Spear, vice-president and general manager of Wiggin Terminals, Inc., Charlestown, Mass., has resigned his position. Mr. Spear, who had been associated with the company for 30 yrs. since about the time it began business, was operating manager during that period.



Samuel G.
Spear

Mr. Spear was prominent for many years in the Massachusetts Warehousemen's Assn. and is often referred to as the dean of the New England warehouse industry. He is past president of the association and served as chairman and as a committee member in all of the important work of the group.

For over 20 yrs. Mr. Spear has been active in the American Warehousemen's Assn., of which he is past vice-president. He is the co-author of "Warehousing—an Encyclopedia," the text book of the warehouse industry.

He has testified as a cost expert for the A.W.A. before the I.C.C., Maritime Commission, Dept. of Commerce and other Government bodies.

Under Warehouse Code Authority instructions and with the aid of Counsel Cricher, Mr. Spear secured N.R.A. approval of one of the very few cost formulae for determining lowest reasonable costs. This formula is claimed to be the best of its kind that got through.

DandW believes that as soon as it is generally known that "Sam" Spear is available he will quickly be placed in the warehouse industry, unless the Government first drafts him to handle the many problems of warehousing arising from the defense problems of the day.

Frederick's Book on Public Warehousing Now Available

What one warehouseman calls "a veritable sales manual for the industry that should be in the hands of all prospective and present clients to tell warehousing's story," has just been published by The Ronald Press Co., New York City. The author of this book—*Public Warehousing* (\$3.50)—is Dr. John H. Frederick, Professor of Transportation and Industry at The University of Texas.

Dr. Frederick, who is well known to readers of *DandW*, says that the purpose of the book is to present a picture of the public warehousing industry and its place in distribution for present and possible users of its services as well as for others concerned with this phase of distribution. He feels that the book will be

useful not only to public warehousemen and their employees in suggesting means for better serving their clients, and enabling them to get a different slant on the many ramifications of their business; but also to sales managers and traffic managers of industrial firms whose distribution problems involve warehousing. The book will also be useful for bankers and others confronted with the many problems arising from handling warehouse receipts.

The story of the warehousing industry is brought up-to-date. Several aspects of its services which have never before been covered in book form are discussed. Particular emphasis is given to general merchandise warehouses and their services, as well as to the problems of selecting the particular warehouse to fill a given distribution need (this chapter alone will be very valuable to sales and traffic managers).

Field warehousing, which is becoming so important today, is discussed in detail and one warehouseman who read this part of the book, in manuscript form, says this discussion is the most complete statement of this aspect of warehousing he has ever seen.

Recent developments in cold storage are also covered, including a discussion of the cold storage locker plant and its place in storage and distribution.

Other chapters deal with the various types of special agricultural commodity warehouses; bonded warehouses and household goods warehouses; merchandise warehouse rates and charges; regulation of various types of warehouses; the place of cold storage in distribution; the Uniform Warehouse Receipts Act; financial services of public warehouses; importance of storage for agricultural commodities; and The United States Warehouse Act.

Defense Warehousing Requirements

Government agencies in their purchasing of raw materials such as rubber, metals, ores, with a possible few exceptions, have used Government property for its care.

Army bases in Norfolk, Brooklyn, Boston and some interior Government buildings, have considerable rubber for Government use, while the Rubber Agency is having the advice and guidance of the rubber industry officials and their buyers in handling the purchases for industry and Government, 2 separate divisions.

Imported manganese is being stored in bulk at the seaboard, particularly Baltimore, with other similar metals.

Certain block tin shipments in good volume have been placed in public warehouses in the New York area.

If recent negotiations go through between the National Defense Commission, through the State Dept., and the London Government, for a storage arrangement in the United States for Australian wool to be available to both U. S. and British manufacturers, then wool storage and public warehouses handling that commodity will benefit from the 200,000,000 lbs. to be held.

Various departments of the Government are using public warehouses, particularly cold storage, in a large way on other commodities. Indications point to even a heavier demand on public warehousemen in the very near future.

The foregoing is the story *DandW* gets from people in the "know" at Washington.

National Industrial Traffic League Convention in N. Y., Nov. 14-15

The annual convention of the National Industrial Traffic League will be held at the Hotel Pennsylvania, New York City, Nov. 14-15. The convention will follow a 2-day session of the group's executive committee.

A GERSTENSLAGER VAN

is Your Best Buy



**CONTACT OUR NEAREST BRANCH OFFICE
REGARDING YOUR IMMEDIATE REQUIREMENTS**

THE IDEAL CUSTOM BUILT VAN BODY, BUILT TO LAST

Gerstenslager Van bodies are winning new friends every day, there's plenty of reasons why Gerstenslager leads the field, beauty of design, superior construction, more strength—less weight.

Put that Gerstenslager Van on the job and

get that real quality satisfaction that only the best can give.

Gerstenslager Vans—custom built—offer every modern improvement to the trucker.

Dollar for dollar—from the smallest unit to the largest Van body—Gerstenslager builds the best body you can buy.

THE GERSTENSLAGER CO.
EST. 1860. WOOSTER, OHIO

Marshall Becomes Western Representative of American Chain

W. J. Marshall, for the past 16 yrs. general traffic manager of the College Inn Food Products Co., Chicago, has become Western representative of the American Chain of Warehouses, Inc., replacing Willis H. Eddy, who recently resigned.

Mr. Marshall has been active for 20 yrs. in industrial traffic work in the Chicago area. Prior to his connection



W. J.
Marshall

Moffett Studios

with the College Inn Food Products Co., he was with the Chicago Mill and Lumber Co., the Pennsylvania Railroad, and the Jansen-Haskins Sugar Co.

His educational background includes courses at the LaSalle Extension University, College of Advanced Traffic, and the American Commerce Assn., as well as special work at Northwestern University.

Mr. Marshall is a member of the Industrial Traffic Council of the Chicago Assn. of Commerce, Traffic Club of Chicago and the Junior Club, in which he has been particularly active, being a charter member and a recent director.

Taylor Joins Allied Distribution

Walter P. Taylor, Jr., who has been sales and service manager of the Cincinnati Merchandise Warehouses, Inc., Cincinnati, since 1936, has joined the sales staff



Walter P.
Taylor, Jr.

Paul Boris

Convention Dates

Oct. 2-9—Inter-American Shipping Conference under auspices of Inter-American Economic and Financial Advisory Committee, Washington, D. C.

Oct. 7-8—12th Boston Conference on Distribution, Hotel Statler, Boston.

Oct. 7-8—5th Annual Convention, Household Goods Carriers' Bureau, Netherland Plaza Hotel, Cincinnati.

Oct. 9-10-11—Semi-Annual Convention, Southwest Warehouse & Transfermen's Assn., Adolphus Hotel, Dallas.

Oct. 12-19—National Dairy Assn., Harrisburg, Pa.

Oct. 13-16—American Bakers Assn., Hotel Sherman, Chicago.

Oct. 14-15—Annual Meeting, Mississippi Valley Assn., St. Louis.

Oct. 14-16—Annual Convention, Atlantic Deeper Waterways Assn., Richmond, Va.

Oct. 14-16—14th Annual Convention, Clover Farms Stores Organization, Hotel Carter, Cleveland, Ohio.

Oct. 19-24—Master Brewers Assn., Municipal Auditorium, St. Louis.

Oct. 21-23—1940 Convention, Associated Traffic Clubs of America, Bellevue-Stratford Hotel, Philadelphia.

Oct. 21-26—Dairy Industries Exposition, Atlantic City, N. J.

Oct. 22-23—Association of Food and Drug Officials of the United States, New Orleans.

Nov. 10-14—Annual Meeting, American Trucking Assns., Inc., Biltmore Hotel, Los Angeles.

Nov. 14-15—Annual Convention of National Industrial Traffic League, Hotel Pennsylvania, New York City.

Nov. 25-27—32nd Annual Convention, Associated Grocery Manufacturers of America, Waldorf-Astoria Hotel, New York.

1941

Feb. 3-8—21st Annual Convention, National Furniture Warehousemen's Assn., Arlington Hotel, Hot Springs, Ark.

Feb. 5-8—10th Annual Convention, Mayflower Warehousemen's Assn., St. Louis, Mo. Hotel to be selected later.

Feb. 11-14—Golden Jubilee Meeting, American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

April 29-May 1—29th Annual Convention, Chamber of Commerce of the United States, Washington, D. C.

May—First Tuesday—Annual Meeting, California State Council of the American Institute of Traffic Management, San Francisco.

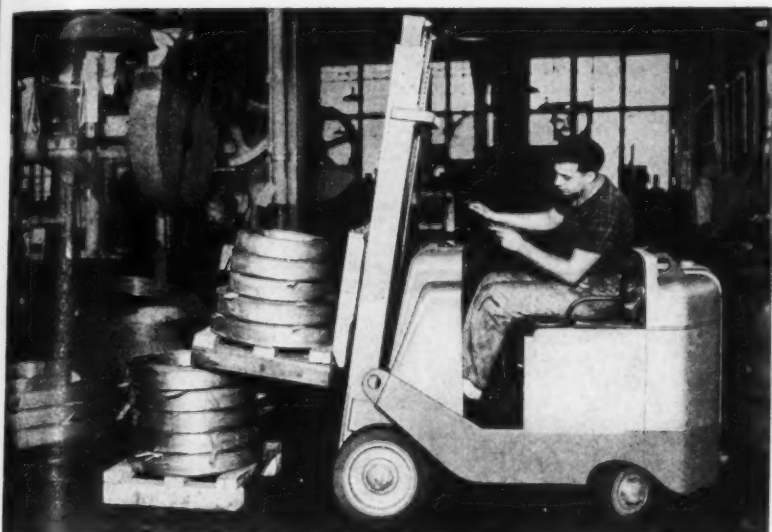
May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

of Allied Distribution, Inc. He will be associated with W. D. Leet in the New York City office and will cover all Eastern seaboard territory.

Mr. Taylor attended Phillip's Exeter Academy and Williams College, where he was a member of Beta Theta Pi. On leaving Williams, he spent 4 yrs. with his father in the lumber business in the Dominican Republic and Costa Rica. From there he went with the Cincinnati Merchandise Warehouses, Inc.

TOWMOTOR BRINGS YOU

A THRIFTY NEW MACHINE TO REDUCE HANDLING COSTS



PAYS ITS WAY IN MORE WORK PER DAY

It's a fact that *any* lift truck costs *less* to operate than you pay the driver. So naturally, your best buy is the truck that moves the *most* tonnage per hour, per day. That's Towmotor because Towmotor *travels faster, lifts faster* than any machine in its class. Keeps hustling at peak capacity 24 hours a day, with less time out for servicing.

"MAN! WHAT
COMFORT
—AND A LOT
SAFER, TOO!"



Picks Up 1000 to 3000-Lb. Loads • Whisks Them 250 Ft. in 30 Seconds • Stacks Up to 11 Ft. High in 16½ Seconds!

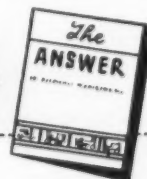
Here's just the machine you need right now to speed production and cut the cost of handling 1000 to 3000-lb. loads. It's the Towmotor LT-40... *small* (only 35" x 70"), *light in weight* (only 3000 to 4000 lbs.) with a 68" turning radius. Yet there's a world of power, speed and endurance packed into its 40" wheelbase.

A bear for punishment, this mighty little LT-40 lifts, hauls and stacks all kinds of materials "from soup to nuts"... loads and unloads box cars, trucks... does scores of other back-breaking handling jobs faster, easier, and at less cost per ton. Best of all, you'll find the Towmotor LT-40 *thrifty to buy... thrifty to operate... thrifty to maintain*. Its compact, streamlined design and advanced engineering improvements assure *easier accessibility* to all working parts.

Sound interesting? Then don't delay. Mail the coupon now for a free copy of "The Answer to Lower Handling Costs"—a new 16-page illustrated bulletin that spreads all the money-saving facts before you. Address inquiry to Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.

No wonder operators are strong for the new LT-40. They get more work done, feel less tired because they can *relax while they work* in a roomy, comfortable upholstered seat—with ample leg room and improved visibility. What's more, this agile little machine is easy to get on and off—handles so simply a child could steer it—turns on a dime in close quarters. And with Towmotor's seated center control, there's no danger of injuries from backing into posts, machines, or stock piles. The driver is *safe* behind a solid bulwark of steel.

Get this book



TOWMOTOR CO.
1269 E. 152nd St.
Cleveland, Ohio.

Gentlemen: Please send your new 16-page book, "The Answer to Lower Handling Costs."

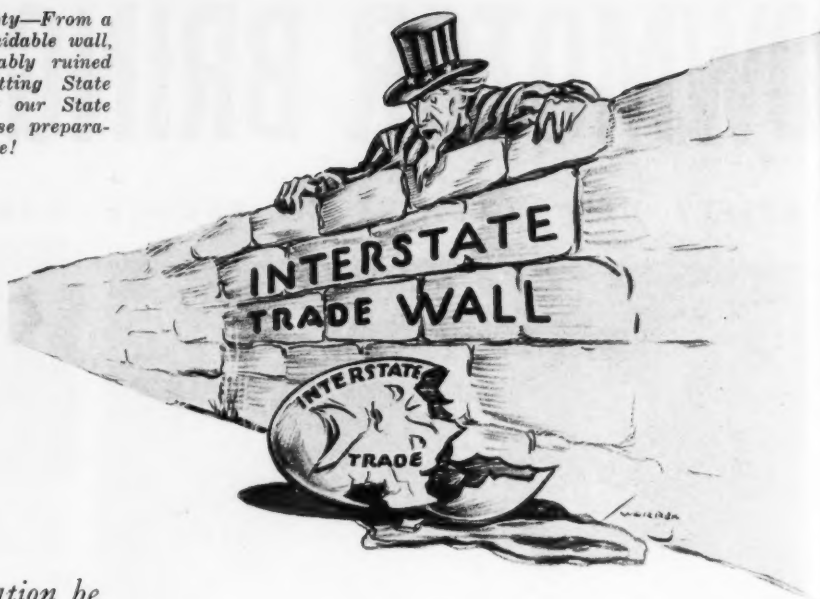
Name _____

Title _____

(Please attach coupon to your business letterhead.)

Let **TOWMOTOR**
CLEVELAND
take the load off your hands

Remember Humpty Dumpty—From a proud position on a formidable wall, he tumbled and irreparably ruined himself. Are we permitting State trade walls to endanger our State business, even our defense preparations, humpty-dumpty wise!



*Shall American
Motor Transportation be*

Stunted by Interstate Trade Walls?

IT has been said that the ability of man to transport himself from where he is to where he wants to be, and his goods from where they are manufactured or stocked to where they can be used, is the yardstick of civilization. No other single factor has played a more important role in the Nation's development than that enacted by the various agencies for moving man and his property from one place to another. There is no doubt that large areas of the country would still be in comparative wilderness today had it not been for the pioneering activities of the transportation industry. The railroad, the waterway, the private automobile, the motor bus, the airplane, the pipeline, and most notably the motor truck—all have contributed their share toward the development of the Nation and its unlimited resources.

From the time raw material is produced until the finished product is placed in the hands of the ultimate user or consumer, some medium of transportation is called upon again and again to carry on in a seemingly endless chain of distribution.

The oldest form of transportation is highway transport, dating back even beyond the use of navigable streams and other bodies of water. History is replete with accounts of road building and highway development, long centuries before the discovery of America.

By CHESTER G. MOORE,
*Chairman, Board of Directors,
Central Motor Freight Association,
Inc., Secretary, American Truck-
ing Associations, Inc.*

Looking back into our own history we find that while in the early days the rivers played an important part in the Westward migration of the American people, the roadways, even the wilderness trails, formed a thread of contact between the pioneer settlements and the outside world. After the found-



CHESTER G. MOORE

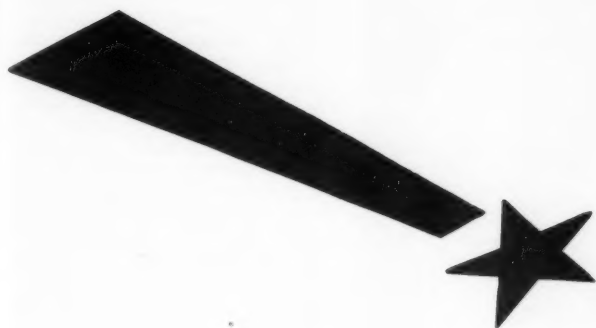
ing of the Government, Congress established a definite road building policy, and the National Pike was started in 1811.

With the passing of time came the demand for better and wider roads, until today, with the development and expansive use of the motor vehicle, the highway has become the very life-blood of commerce, reaching to what a comparatively few years ago were isolated sections. Today the manufacturer can deliver his products by motor truck, using either single units, trailers or semi-trailers, to customers at comparatively distant points, or he may ship them by motor transport to any part of the country—in fact, to close to 50,000 communities that are accessible only by the highway carrier. Indeed, modern roads and motor vehicles have gone along together. They have been the "Siamese Twins," so to speak, of modern transportation, since neither could survive and thrive without the other.

The case of modern highway transportation was summed up very effectively by Baird H. Markham, director of the American Petroleum Industries Committee, when he declared, "Some future historian . . . undoubtedly will reach the conclusion that Americans of the Middle 20th Century enjoyed the highest standards of living the world had to offer,

(Concluded on page 12)

PRICES REDUCED

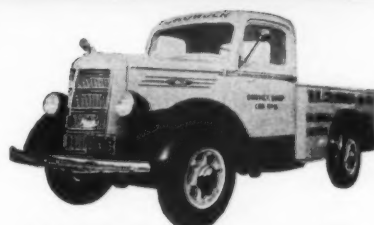


Now it's easier than ever before to own a Mack! Owner satisfaction has increased sales to the point where a substantial price cut is now made possible on the light capacity models—without sacrifice of traditional Mack Bulldog stamina and quality. These light Macks, Models ED and DE, give small haulers every advantage that makes the heavy-duty Macks the most famous trucks in the world. Also—reduced prices now in effect on cab-over-engine Mack models. See these outstanding truck values before you buy another truck!

*Prices are f. o. b. Allentown, Pa. Cab, body and taxes extra.

MACK TRUCKS, INC. • NEW YORK, N. Y.

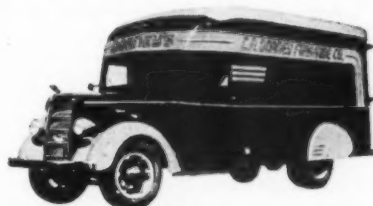
The most complete line of trucks in the world
1 to 45 tons and all "heavy duty"



MODEL — ED

~~\$795~~

NOW \$625*



MODEL — DE

~~\$795~~

NOW \$735*

**PRICES ALSO REDUCED
ON SIX MACK CAB-OVER-ENGINE
MODELS EEU - EFU - EGU
EHU - EMU - EQU**

largely because they made effective use of power and highways. . . . The application of power to highway travel . . . made it possible not only for man himself to travel with speed, economy and safety, but to transport with equal facility both necessities and luxuries. . . . Development of the motor vehicle and of the modern highway made such things possible, of course, but the important role played by the motor truck cannot be overlooked."

As for the rapid growth of the motor industry: Only 4 motor vehicles were registered in the United States in 1895. The first authentic figures on truck registration, however, are for the year 1904, when there were 700 in the country. In 1939, 35 yrs. later, truck registration in the United States stood at 4,460,000, of which some 600,000 were being used directly in the for-hire industry, the balance consisting of farm trucks and those privately operated, individually or in fleets.

One of the significant facts in connection with the present status of motor traffic is that it has been the source of steadily increasing employment throughout the discouragement and disappointment that have accompanied business and industry during the depression years. In fact, it might be said that the motor trucking industry was born of the depression. Its great flexibility and convenience—and, above all, its great economy—resulted in motor truck service being quickly accepted by business and industry as a new method of moving goods and merchandise with the greatest dispatch and at the lowest possible price. Indeed, untold numbers of merchants and small manufacturers would not be in business today, had not the presence of the motor truck enabled them to operate with low inventories and greatly reduced operating costs during those lean years of the last decade.

In addition to the vast resources in truck equipment already being operated in daily service, the country is fortunate in having the finest system of modern highways in the world today. Out of the more than 454,000 miles of roads in this great network of State highways, over 359,000 miles, or 82 per cent of the total, are surfaced. These modern routes of trade and travel literally tie the country together, making the most remote hamlet as easily accessible as the largest city. And not only is this vast network of American highways of paramount importance as channels of distribution for the Nation's commerce, but may prove equally important in the quick dispatch of mechanized units in national defense.

The Motor Truck in NATIONAL DEFENSE

By HARRY F. CHADDICK



Moffett Studio

Mr. Chaddick, whose speech before the Central Lions Club of Chicago on July 25 is digested herewith, is president of the American Transportation Co., and the Bates Motor Transport Lines, Inc., Chicago. He is also a director of the Central Motor Freight Assn., the Central Motor Freight Rate & Tariff Bureau, and the American Trucking Associations, Inc. He is also a member of the board of governors of the common carrier division of the A.T.A.

THE devastating effects of mechanized and motorized forces in recent struggles across the sea can leave no doubt in the mind of anyone that we are in a new era—even on the field of battle.

Huge tanks moving across the country at hitherto unbelievable speed—motorized troops covering distances in hours that formerly took days and weeks. These, and many more developments in modern warfare are cited to emphasize the supreme importance of motorized transportation in warfare today—whether it be from the standpoint of offense or defense.

But what, you will ask, does this have to do with the motor truck—and especially the trucking industry—from the standpoint of our national defense? Certainly, our commercial trucks will not be called upon to engage directly in activities of our armed forces, should we be called upon to defend our country from an invader.

My answer is that such is not the intent or purpose of our modern

trucking industry in anything it may do to insure the safety of our country in case of a national emergency. But who can tell what might happen in such an hour of need? Let us not forget the historic movement of troops from Paris to the Marne in taxicabs during the first World War. And—in case you do not know it—troops were rushed from Paris in buses to the front lines in the recent futile attempt to stem the advancing mechanized hordes. Norway was captured by German troops, carried by buses.

There is another phase of operations by armed forces—whether it be for defense purposes or otherwise—which is seldom thought of by the people back home, simply because so little is heard of it. That is the service of supply—the movement of food, ammunition, equipment and the many other things that it takes to maintain an armed force. More than ever before is motorized equipment necessary to keep pace with the modern tempo of armed action in this regard.

Furthermore, as our great rearmament program gains momentum, the motor truck—and the trucking industry—assume an increasingly important role in the speedy movement of material and parts from source of supply to factory or assembly line. Then there is the tremendous task of transporting finished articles—be it provisions or parachutes, medical supplies or machine guns—from point of production to supply depot or arsenal and thence to troop headquarters or camps.

Speed is of the essence in this great task of rearmament. Overnight deliveries are imperative, if production lines are to operate at peak efficiency. Hours, even days, will be saved by making shipments over the shortest route, with minimum handling and maximum speed of delivery. Here is where the commercial truck comes in, with its great flexibility of operation, its door-to-door service, its ability to deliver the goods wherever need requires on a moment's notice.

For instance, delay in the delivery of one part of a modern tank from factory to assembly line would upset the entire schedule in this assembly plant and thereby retard an important phase of our rearmament program. Trucks could get these parts to their destination in

hours, where other forms of transportation might require days.

The rapid strides of the motor truck industry in the last decade have made it the 2nd largest industry in the United States, based on the number of employees and equipment, operating over the American highways in excess of 4,000,000 motor trucks and trailers in commercial transportation. The industry employs in excess of 3,500,000 people and pays in State and Federal taxes, over one billion dollars per year.

The trucking industry is serving more than 48,000 communities in the United States, exclusively. There is no rail service of any kind into these communities where the population consists of over 3,000,000 citizens.

Past experiences during the last World War have taught us much and will enable orderly setting up of our national defense program. Government ownership during the last war, but management by inexperienced men who had not previously been in the transportation business, cost our Government and the public, several billion dollars. We are still paying for these mis-

takes in excess freight rates.

The trucking industry is now a very vital part of the National Defense Program with Ralph Budd as chairman of the Transportation Section. Mr. Budd has set up a motor division, headed by Ted V. Rogers, president of the American Trucking Associations, Inc. These men are assigned the task of coordination and unification of equipment for the purpose of providing services between every hamlet and town in the United States.

It is the purpose of those co-operating on national defense in the truck transportation field to set up a very elaborate dispatching system. Among many things to be accomplished will be that of enabling any motor tractor to easily hook up to a trailer, regardless of what type it might be or where it might be employed. A very elaborate system of telephone trunk lines and teletype services will be established through a central control system. Drivers and employees are training for maximum emergencies. Every man will know his place and will familiarize himself with all of the emergency requirements of the Government.

The greatest drawback to effective use of motor transport in our rearmament and national defense activities arises from the multiplicity of State laws and regulations which obstruct the free flow of interstate commerce over our highways. There is much to be done in bringing about uniform regulations that will enable trucking to do its best job in the present emergency. The U. S. Army, for example, is building huge tanks that cannot travel over our concrete highways under their own power, due to the terrific weight and damage to the concrete roads. This equipment will have to be conveyed on pneumatic-tired trailers to be furnished by the motor truck industry. Overweights and overlengths will have to be permitted by all States to enable the maximum efficiency of this program.

A committee, appointed by Congress, is now investigating trade barriers, and it is sincerely hoped that some unification in laws and regulations will be developed soon to enable the trucking industry to carry out its part in the defense plans on a basis for maximum results.

Survey on Motor Transport Reveals Public's Ignorance

THE significance of the trucking industry is lost to the average man on the street. A truck, in its relation to his daily living and the national economy, is just a truck, and one of thousands on the road.

In a few words, this is the story told by the survey of the U. S. public opinion taken by the Biow Co., New York advertising agency, in connection with the advertising and public relations program of the American Trucking Associations, Inc.

It took the answers to about 100,000 questions asked by the interviewers in 48 States.

Mr. and Mrs. Charles Citizen are in the dark about trucking. This is the broad general result of the survey, which brings out the following facts:

1—The man-on-the-street has no conception of the size of the industry—its payroll, the volume of freight handled by motor trucks, and the percentage of all freight which moves via highway.

2—He does not recognize the advantages of truck shipment over rail shipment. He believes shipping by truck costs more than by rail; that trucks are slower than rail, and that goods in transit are handled more poorly by truck than by rail.

3—On the economic contribution of the industry to the national wel-

fare, he is informed to some degree, but not as well informed as he should be. He thinks trucking has made some necessities more accessible; that trucks have lowered food prices, and that they have lowered the costs of driving his car. While he recognizes that trucks have been instrumental in bringing about road improvement and development, he thinks they do not pay the bill. And he completely overlooks the economic and military importance of highways.

4—While most men-on-the-street do not object to trucks, a sizable minority does. Trucks are least noticed on Sundays, despite the fact that more private cars are on the roads then.

5—The average American likes truck drivers, particularly for their courtesy and driving ability. But a militant minority calls the truck driver a discourteous road-hog.

6—On regulation, most citizens recognize trucks are under Government control, and rightly so, but they have no concept of the extent of truck regulation.

7—As for taxation, trucks do not fully pay their way while the rails pay more than their share, the uninformed public says.

The business man generally holds these opinions:

a—The advantages of trucks on short hauls are appreciated, but

they are seriously overlooked on long hauls. Speed is the principal advantage of truck service, with economy second.

b—Speed and door-to-door service are the most important factors in the growth of trucking.

c—Poor handling of claims is the No. 1 drawback to the growth of the industry. Second is non-reliability; third, poor business methods; fourth, lack of uniform rates.

d—The trend in shipping is toward trucking because of better service, speed, lower overall costs.

The questions asked of the public were planned to circle the entire horizon of the ordinary citizen, touching on such vital topics as his pocketbook, his living costs, his family car, Government, taxes, better living and patriotism.

The first of the 7 major groups of questions was designed to determine the public's idea of the size of the industry.

On employment, only 3 per cent had a roughly correct idea; 7 per cent made a wild guess and went over; 27 per cent were ridiculously under the correct figure; and 62 per cent obviously had never even considered the subject.

The conclusion is that the people regard the trucking industry as small and unimportant—not an important contributor to the Nation's payroll.

WE'VE HEARD THAT—

855,000 Tons of Food for 1 Million Soldiers

Confidence that America's transportation systems in the stress of a war emergency could move an army of 1 million men—and the food to feed them a whole year—from coast to coast in 10 days, has been voiced by K. N. Merritt, general sales manager of the Railway Express Agency.

The food requirement for 1 million men under arms would come close to 855,000 tons. Included are such items as 11,250,000 chickens, 30,000,000 dozens of eggs and 45,000,000 tons of onions.

New Kind of County Map

Shows all highways and all structures in rural areas and will be available soon at State highways departments. Drafting work on sheets covering 2,741 counties, or approximately 90 per cent of the counties in the United States, has been completed. The maps are the result of highway planning surveys conducted by the State highway departments in cooperation with the Public Roads Administration, Washington, D. C.

Details shown in the maps range from the railroads, highways, roads and bridges to the separate dwellings, farm units and stores and industrial plants in the rural areas. Distinction is made between occupied and vacant structures. Also shown are such details as schools, hospitals, churches, cemeteries, camps or lodges, oil and gas wells, mines and quarries, powerplants, radio stations and air fields.

Special efforts are being made to keep these maps annually revised. Since the maps for the entire country show more than 3,000,000 miles of road, and since improvements are made annually on as many as 50,000 miles of road, the revision necessary to keep the maps abreast of road improvements completed will not be a simple task.

Credit and Insurance Tie-Up

A cooperative program between the insurance agents and the treasury and credit department managers is an economic necessity to preserve the retail sources of distribution and protect the diminishing market of manufacturers and wholesalers, declared E. B. Moran, Central Division Manager of the Insurance Assn. of Credit Men of Chicago, before the Iowa Assn. of Insurance Agents at its annual convention on Sept. 5.

According to Mr. Moran, 43 per cent of the businesses that sustain a serious fire loss, do not re-engage in business because of inadequate insurance coverage; one-half of the remaining 57 per cent are out of business within

3 yrs.' time because of impaired credit position that can be directly traced to a lack of insurance coverage at the time of the fire; 17 per cent of the businesses that sustain a fire loss and do re-engage in business cannot furnish a financial statement after the fire on which credit can be favorably appraised; 14 per cent are subject to a reduction of their credit rating of from 30 to 65 per cent; and that 26 per cent sustain a reduction of their credit rating of from 10 to 30 per cent.

Mr. Moran stated further that the known fire waste of the Nation during 1939 was \$313,000,000, but staggering as that sum was, it was but one-third of the known credit losses of commercial institutions.

A cooperative program, based on educational activities, is planned between credit men and insurance agents aimed to bring about a correction of this economic waste, because the improved insurance coverage of commercial accounts not only decreases the elements of risk in present credit losses, but stimulates sales activities.

Forecasting Sales

What is the best method to use in forecasting future business? Forty-eight concerns in a variety of industries described their methods and experience through the medium of a new 57-page report issued by the Policyholders Service Bureau, Metropolitan Life Insurance Co., 1 Madison Ave., New York City.

The report analyzes the factors considered by contributing companies in making forecasts: such as conditions within the company; conditions within the industry and customers' industries; and the general business outlook. The sources most frequently used to gather this information are described.

The study discusses the various ways companies fix responsibility for forecasts, as well as the statistical methods used to draw up data and make analyses. The periods covered and interim breakdowns are also discussed.

One-half of the report is given over to case studies which illustrate how 19 companies are handling forecasting.

Locker Plants Booming

In 1938, there were 1,269 locker plants; in 1939, there were 1,861; and up to July, 1940, there were 2,870. Iowa, with 450 plants, has the largest number; Wisconsin and Minnesota each have 275. These comprise an important mid-Western block that includes more than a third of the total. Washington is second with 325, and with Oregon reporting 223 and Idaho 100, a strong North-western area of refrigerated service is created. Several States report only a single plant, but only 4—Kentucky, Maine, Rhode Island and South Carolina—failed to report any plants in operation last July.

In 1939, 10 per cent of the plants were listed as co-operatives. The figure in 1940 was 14 per cent.

Increase in Pineapple Popularity

The popularity of Hawaiian canned pineapples and juice in the United States increased to the extent of 260,000,000 lbs. in 1939 over 1938. During 1939, according to the Census Bureau report, 536,000,000 lbs. of canned pineapple (sliced and crushed) and 312,000,000 lbs. of juice were sent to the United States.

However, the total in 1939, amounting to 848,000 tons, was under the total consumed during 1937 when 596,000,000 lbs. of the fruit and 284,000,000 lbs. of the juice were imported.

The value in 1939 of the pineapple products shipped out of Hawaii was \$48,541,000. Nine canneries are devoted 99 per cent to the pineapple processing operation.

FROM The Capital

Transport Bill Signed by President

After months of travel over a rocky legislative course, the Wheeler-Lea National Transportation Bill was enacted by Congress Sept. 9 and made ready for application when signed by the President on Sept. 18.

The measure's enactment came after it had been tangled in debate over parliamentary procedure and stiff opposition to the bill's inclusion of water carriers under the Interstate Commerce Commission.

The bill to bring inland and coastal water carriers under Federal regulation similar to that now covering motor and rail transportation, won final Senate approval by a vote of 59 to 15, ending a legislative controversy of nearly 2 yrs. Legislation to govern water carriers is contained in a new part to the Interstate Commerce Act. Parts regulating motor and rail carriers were retained as amended.

Brought back to the Senate after lengthy conferences, the bill followed the form of the House measure, but which, it can be found upon examination, contains legislation on every important point included in the Senate bill.

The purpose of the legislation as outlined in the national transportation policy declared in Section I, is "to provide fair and impartial regulation to all modes of transportation," so administered as to recognize and preserve the inherent advantages of each type of transportation.

"Contrary to views expressed by certain opponents of any form of regulation for water carriers," says Senator Burton K. Wheeler of Montana, co-author of the measure, "the enactment of this legislation should serve to stabilize water transportation, and go far to create a just and equitable competitive situation as between water carriers and other carriers. Certainly, there is no more justification for the fear expressed in some quarters that this bill will injure water transportation, than has proved to be the case on behalf of motor carriers when the Motor Carrier Act was passed. No motor carrier has proposed repeal of that Act; on the contrary, many such carriers have testified repeatedly

as to the benefits derived from regulation. It is safe to predict that the water carriers will benefit in like manner after this legislation has had a fair trial."

The effect of the principal provisions of the Act are as follows:

1. It provides a new Part III of the Interstate Commerce Act, subjecting to regulation by the I.C.C. most of the carriers by water operating coastwise, on the inland waterways and in the intercoastal trade of the United States. Substantial exemptions from such regulation are provided as to water transportation of bulk commodities which is not competitive with other types of transportation, and where American water carriers compete with Canadian lines.

2. It sets up a temporary board of 3 members to inquire into and report to the President and to Congress concerning the relative economy and fitness of carriers by railroad, motor carriers and water carriers for particular transportation services, and the extent that subsidies are granted to, and taxes imposed upon, the several types of carriers by public authority.

3. It amends Section 5 of the Reconstruction Finance Corporation Act so as to permit loans to receivers or trustees of railroads; so as not to require I.C.C. approval of "purchases of guaranties" in con-

nection with equipment trust obligations; and increases the total amount of loans and commitments with the Reconstruction Finance Corporation is authorized to make to railroads.

4. It contains a number of specific amendments to Part I of the Interstate Commerce Act, relating to railroad transportation. Among these amendments is one which gives the Commission broader authority in the establishment of through routes over railroad lines; another, directing the Commission to institute an investigation into the lawfulness of interterritorial rates; and a section covering unification by railroads, motor carriers or water carriers, which includes a provision for the protection of railroad employees in connection with any consolidation.

5. It also amends Part II of the Interstate Commerce Act, relating to motor carrier transportation, in numerous particulars. The definition of "common carrier by motor vehicle" and "contract carrier by motor vehicle" are clarified; a new provision is added to the Act fixing the status thereunder of motor carriers performing only collection and delivery service for other carriers; and a new subsection is inserted providing for exemption by the Commission of motor carrier operations in interstate or foreign commerce performed solely within a single State, where such exemption will not substantially impair uniform Federal regulation.

6. It contains a provision making it necessary for the Commission to give the same export rates on farm products as it does on manufactured products.

The amendments "should not and will not put out of business any water carriers, but specifically protect them from unfair competition on the part of the railroads," according to Senator Wheeler.

"It protects the interests of railroad employees in the event of consolidations. If the Interstate Commerce Commission should fail to carry out the instructions of the Congress as clearly expressed in this legislation, I would be the first to ask for its repeal, as I am desirous of protecting all forms of transportation against unfair competition at all times," Senator Wheeler declared.—Manning.

CHRISTMAS SEALS



Help to Protect Your Home from Tuberculosis

Draft Will Hit Traffic Depts.

With conscription now effective, traffic heads see a few headaches in the offing in the matter of depleted forces. As a result, various plans have been made to soften the blow. One traffic manager, for example, is charting the shipping room and allied operations so that in case one or more men, experienced in the work, drop out, new men can replace them with a minimum of friction.

It is expected that under this plan there will be some complaining, but this should be short-lived in view of present conditions. However, since most shipping room problems are solved by so-called specialists, each of whom knows best how to do a certain job, everything works smoothly during normal times. The reverse is true when an upset occurs, and that might apply in the charting of jobs. In such a case, there is a chance that the unusual spirit of cooperation that has brought out on the average one real good employee, may be lost. But this is considered a hazard; the cost of a serious mixup may outweigh it. However, it is conceded that every shipping room must be prepared to replace key men in short order at a time when smart handling is doubly essential.

Southern Rate Decision a Headache to Some

Thoughtful traffic managers are viewing with mixed emotions the latest moves of the I.C.C., particularly those in the Southern States where developments appear to have taken a long step on a new path. Typical is the recent action of the I.C.C. urging rails serving Galveston and Houston to reduce their rates so that Southern and Southwestern flour (Texas, Oklahoma, Colorado, Kansas and New Mexico) now in the dumps by the elimination of former export trade, could compete in Eastern markets, notably New York.

Doubtless, the South feels that it is a fair situation and simply trying to get into a new market. But for millers who are now in Eastern markets and have built their business, this situation is considered nothing more than a headache.

That the I.C.C. feels that its move in this direction is within its power, means that the traffic and merchandising departments must get closer together in company management. That the money spent for advertising, sales promotion, etc., in building a new market, is subject to the hazard of a rate

change that may jeopardize a whole marketing deal, is enough to keep management awake at night.

The present move of the I.C.C. in trying to find a market for flour lost in the export shakeup is so radical in the minds of many that it may be ruled out. However, it at least shows the trend of thought.

75% of Truck Drivers Within Draft Age Limits

With approximately 75 per cent of the 3,500,000 truck drivers in the United States falling within the age limits fixed by Congress for selective service draft, the industry must depend upon exemptions based on "essential services" to save it from thoroughgoing personnel overhauling.

There will be no clear-cut ruling as to whether trucking is so "essential" a service as to exempt it from the provisions of conscription. Each driver's situation will be judged upon its own facts.

The elementary set-up of the draft is contained in the law as passed by Congress, but working rules have been largely anticipated in a program already laid down by an Army and Navy selective service committee. First summons to training will include driver registrants available for service immediately. This includes men without dependents, physically and mentally fit, not engaged in "essential" defense industries. Mobilization of the first group of militiamen is expected to solve many questions which may have an important bearing on plans for calling up the Nation's manpower under the conscription law.

Workers in essential industries—and many truck drivers will come within this category—will not be automatically exempted from training, but their training will be deferred.

Whether a truck driver will be called for military service will depend largely on the type of service he is rendering. For example, a driver hauling explosives or ammunition materials, or the essential supplies used in the production of those commodities, is not likely to be taken from that employment.

In other words, the question of his service in the first call will depend entirely upon the specific work in which he is engaged at the time of the registration and his "individual" case will be decided by the local registration board. Appeals from the decision of that board are permissible.

As a general operating proposition, it has been estimated that 20 per cent of the population of the

Nation falls in the 21-35 age group covered by the law. Exemptions of various descriptions might be expected to result in only one out of each 4 or 5 persons in that age class being called to service during the 5 yrs. of the Act's life; about one out of 25 in the first call, and the others allocated over each of the succeeding 8 calls in April and October of each year.—*Manning.*

"Dummy" Axle Ruling in California

"Dummy" axles of the type used as a subterfuge to evade the intent of the State Vehicle Code have been ruled out in a decision handed down by Superior Judge M. G. Woodward of San Joaquin County, Calif., which affirms a previous decision.

The affirmation is regarded as tending to establish a precedent for dozens of similar cases which have long been sources of trouble in the effort of the California Highway Patrol to enforce the provisions of Sections 702 and 731 of the Vehicle Code.

The case involved the use of a semi-trailer, carrying a load of 32,000 lbs. on its rear axles. The vehicle originally had been equipped with 2 rear axles, but a 3rd had been attached. Evidence showed that the original axles were equipped with four 9.75 by 20 tires and carried approximately 16,100 lbs. each of the load, while the 3rd axle was equipped with two 32 by 6 tires and carried approximately 400 lbs.

Justice Douglas' opinion, upheld by Judge Woodward, defines the addition of the 3rd axle and pair of wheels as a subterfuge, and quotes Section 702 of the Vehicle Code as authority: "The gross weight of any vehicle and load shall not exceed 26,000 lbs. when the vehicle is equipped with 2 axles which are not in the same vertical transverse plane and with 4 or more wheels running on the highway . . ."

The opinion, in part, reads:

"It appears that when literal construction of a statute will result in an absurd or ludicrous situation, it will be disregarded. In this case, suppose defendant had used a broom handle to which he attached 2 bicycle wheels, would that constitute a third axle?"

"A reasonable construction of this section will demand that a 3rd axle carry a reasonable proportion of the load. And if—defendant's construction—a 3rd axle increases the weight allowance 8,000 lbs., certainly 400 lbs. is not a reasonable portion of the load."

"Such 3rd axle must be constructed to be able to bear, if not an equal amount, then at least the 8,000 lbs. additional load that it permits. This so-called 3rd axle in this case will be disregarded as such, and it, therefore, follows that the defendant is guilty . . ."—*Herr.*

★

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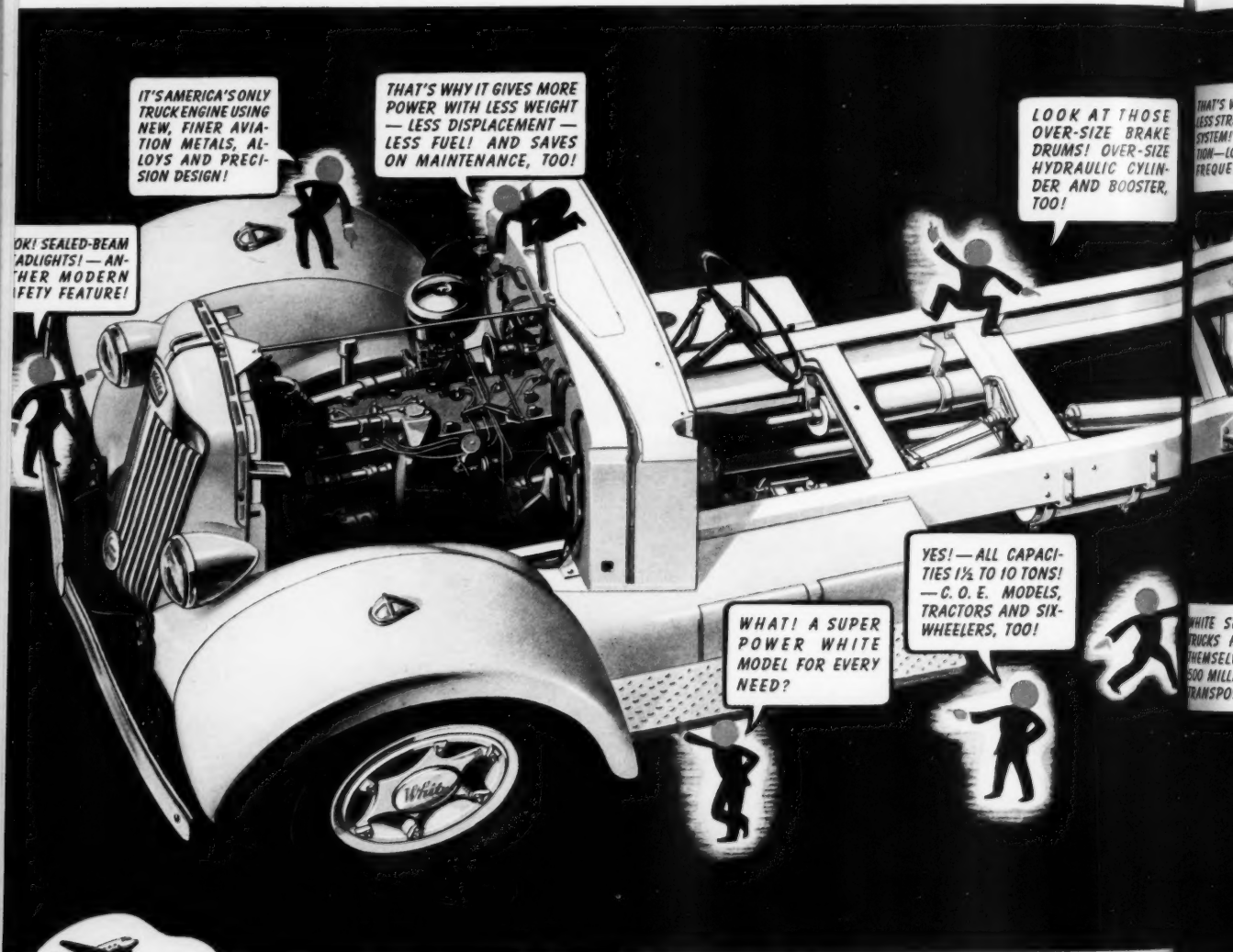
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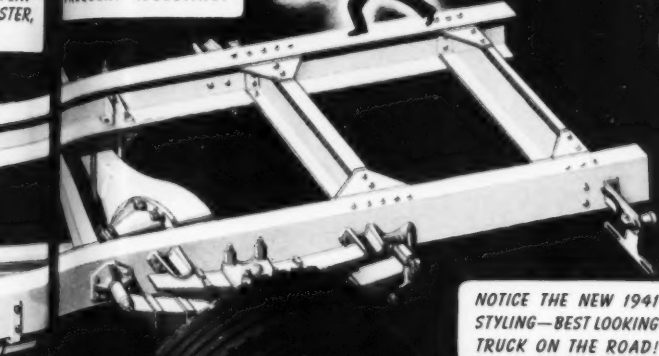


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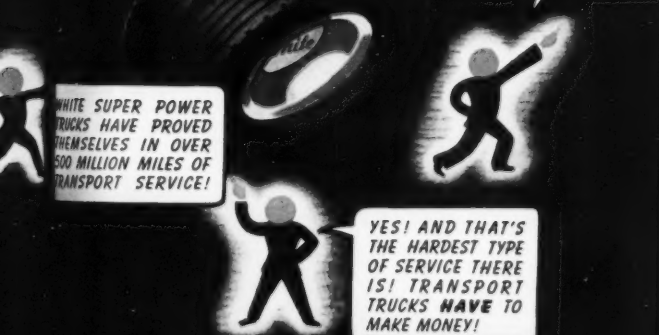
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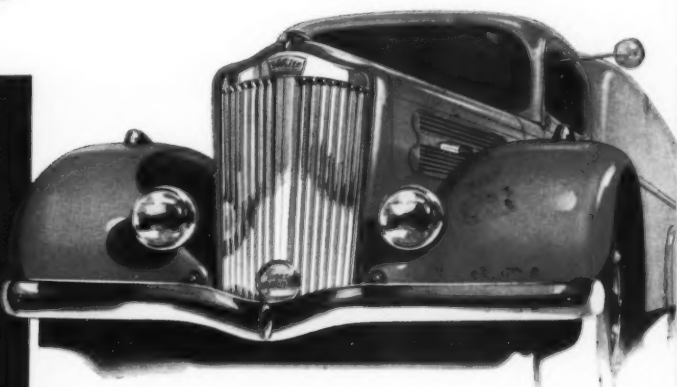


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TRUCKS HAVE PROVED
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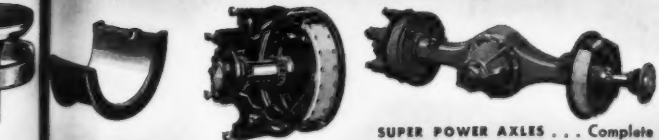
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SUPER **White** POWER

AWA Enters *Fiftieth* Year



ON Oct. 15, the American Warehousemen's Assn. enters its 50th yr. On Oct. 15 and 16, 1891, a small group of warehousemen from various parts of the country gathered in Chicago and instituted an organization which they called the American Warehousemen's Assn., the name that has come down through 5 decades and is today so familiar to warehousemen throughout this country and the world.

The 49 yrs. that have elapsed and the chronicles that make up A.W.A.'s continuous and eventful history to date demonstrate the far-sightedness of the founders in establishing an organization whose objects would be to elevate the standards of the warehousing business and to increase the usefulness of warehousing to the public served. As the recognized spokesman, through its constituent divisions, for the public merchandise and refrigerated warehousing industries nationally, A.W.A.'s activities and accomplishments during this half-century have been directed toward effectuating these general purposes that the founders had in mind.

So, A.W.A. now begins its Golden Jubilee year, the outstanding event of which will be the Fiftieth Annual Meeting, to be held next Feb. 11 to 14, at the Edgewater Beach Hotel,

***Golden Jubilee Year begins
October 15. Fiftieth Annual
Meeting, February 11 to 14,
to mark half century of
service to warehousing***

Chicago—appropriately in the city of its birth. Ever since the Association's Forty-ninth Annual Meeting last February, plans have been under way for an adequate recognition of the Golden Jubilee and for making the Fiftieth Annual Meeting next February the most memorable occasion in the history of warehousing in this country.

The importance that A.W.A. attaches to a proper celebration of its Golden Jubilee is indicated by the fact that full charge and direction of it has been put in the hands of its general president, G. K. Weatherred, Dallas, and his Golden Jubilee Committee, consisting of James F. Keenan, Pittsburgh; Willard W. Morse, Minneapolis; H. C. Herschman, St. Joseph, Mo.; Elmer Erickson, Chicago; Vallee O. Appel, Chicago; Sidney A. Smith, Chicago; William J. Rushton, Birmingham; D. S. Adams, Kansas City, Mo.; W. T. Justice, Philadelphia; D. H. Van Name, South Pasadena, and G. F. Nieman, Pittsburgh, all of whom have served A.W.A. in the capacity of general president.

Interest in the fact that A.W.A. is about to attain its Golden Jubilee is not confined to the 650 companies that constitute its membership. The event is of great importance to everybody in the country that is engaged in the public merchandise and refrigerated warehousing business. Furthermore, it is of intense significance to the thousands of manufacturers, producers, tradesmen, etc., that depend on the flexibility, economy, and reliability of the services that merchandise and refrigerating warehousemen perform for them in getting their goods to market and into consumers' hands.

That is why warehousemen in general and the users of warehousing service together congratulate A.W.A. on the approach of its 50th yr. and enthusiastically join with it in the elaborate plans that it has under way for an appropriate celebration of its Golden Jubilee.



Fig. 1—I-beam trolleys, equipped with chain hoists or electric hoists, facilitate the handling of heavy, bulky loads. (Courtesy, Yale & Towne.)

Fast Truck Operation

Accomplished by Good Loading and Unloading

By **MATTHEW W. POTTS**
Materials Handling Editor

TRUCK operators are beginning to realize that more time and money are lost at the point of loading and unloading than from any other cause.

Truck maintenance and operating costs, insofar as material and labor are concerned, have been and can be definitely figured, but enough attention has never been paid to what it costs for waiting time at points of loading and unloading.

In the past, the truck operators had figured that this was none of their concern, but a number of them are

beginning to realize that this item is the difference, in a number of instances, between profit and loss.

It does not matter whether the truck operator is responsible for his own loading or unloading, or whether he is servicing some terminal or warehouse. The result is the same. Every time his truck waits to put on a load, or waits to discharge a load, it is costing either him or his customer money. No matter how he figures, the net result is that it is costing the truck operator money.

A number of users of trucks in industrial plants, and on their own operations, have found methods of materials handling which permit quicker truck loading and unloading, and by installing these methods, they have not only reduced their trucking costs, but they have reduced their costs of handling in production and warehouse operation.

Every truck fleet owner should be very much interested in seeing that better materials handling methods are installed at industrial plants, at railroad terminals, warehouses and piers. A short walk on any day along the New York waterfront will quickly convince the skeptics that there is more time lost by trucks waiting to load and unload, than in transporting the loads through the congested metropolitan traffic.

Some of this delay we might consider unavoidable, due to the conditions of operation, but in a number of instances, where proper materials handling equipment has been installed, the delay to trucks has been reduced as much as 50 per cent.

This does not only apply to large communities, but to the small hamlets, villages and towns. However, in the city, it is more noticeable, because more of it is visible at one time.

Fig. 2—Portable conveyors facilitate loading and unloading where platforms are not available. (Courtesy, Farquhar.)





Fig. 3—Telescoping gasoline-operated fork truck elevates and discharges bulky loads quickly. (Courtesy, Willamette Hyster Co.)



Fig. 4—Railway Express Agency, one of the largest truck operators in the country, incorporates good materials handling methods at the terminals. (Courtesy, J. B. Webb.)

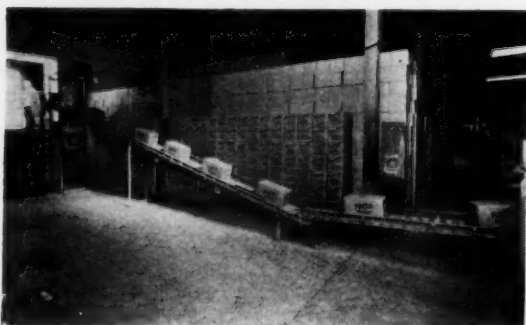


Fig. 5—Where uniform packages are handled, a continuous system of conveyors speeds up the loading and unloading of trucks. (Courtesy, Alvey Mfg. Co.)

Fig. 6—Power-driven elevating end-gates are now being extensively used. (Courtesy, Young Iron Works.)



Materials handling equipment that can be installed to facilitate truck loading and unloading, need not be elaborate, as for example, Fig. 1. Here, the operation is not only saving time for the truck being loaded, but it is saving time for the pedestrian, the other trucks using the street, the manufacturer who is making the shipment, and it is not only a quicker operation, but a safer one for all.

The time required for loading a truck can be materially shortened, by use of simple belt conveyors, as shown in Fig. 2. This is especially true where loading platforms are not available. The belt conveyor does the lifting up over the tailgate, and by using a short length of gravity conveyor in the truck, the load can be placed convenient for stacking.

On large bulky loads, as shown in Fig. 3, the telescoping fork truck permits the spotting of the large semi-trailer at the most convenient point, and the loads are quickly transported from storage to the trailer, elevated, and discharged over the side of the truck, so that there is little or no handling in the stowing of the load. In this particular operation, by using a telescoping fork truck, the trailer was loaded with a capacity load in one-third the time required on a similar load.

Railway Express Practice

The Railway Express Agency, which is no doubt one of the largest truck operators in the country, has, within the past few years, studied its handling problems at terminals, and has spent many thousands of dollars in installing better handling methods. One of the operations is shown in Fig. 4. Here the loads come directly from the truck, and are placed on double-deck trailers, which are being propelled in a continuous stream, by means of an overhead trolley conveyor. Previously, the Railway Express Agency had used tractor and trailer methods for handling, but found that the use of the trailers, with an overhead conveyor, gives a more uniform flow of material over a direct line of travel, which for the time being, at least, is a better operation than the old method.

Railway Express would not be making this change-over, unless it was definitely proved that a new method would quickly pay for the installation of the new equipment and make for better operating conditions in the future. It is important to note that Railway Express is not only changing over in the large, New York metropolitan terminals, but has done so in Florida, and at other points throughout the country. Articles appearing in *DandW* and in other magazines have pointed out the definite savings made by the Railway Express Agency with these new installations, and they will not be repeated here, except to say that the new system has speeded up loading and unloading of trucks, and made for less damage claims, and for better and quicker operation at the terminals.

Packing Houses

Where trucks are loading for packing houses, at industrial plants, it will generally be found that the industrial plant has provided a very comprehensive handling system to facilitate truck loading and unloading, particularly on installations similar to that shown in Fig. 5. This type of product is ideal for a conveyor layout, and it permits quick handling from storage to trucks, with a minimum amount of delay for both the trucker and the manufacturers' employees.

Typical examples of installations of this type, in order to reduce truck loading time, are our modern breweries, where hundreds of thousand dollars have been spent on conveyor systems which reduce the cost of handling in production, from the bottling machines to storage, and at the same time permit quicker handling from

(Continued on page 24)



KEEP MOVING!

ACTION is today's keynote... and one quick, sure way to meet new peak demands is through increased efficiency in your material handling system. **EASTON** industrial haulage equipment is built to last in service long after present emergencies have been forgotten. But a practical **EASTON** survey of your immediate requirements will help you to select standard or special equipment designed to save you time and money now. Cooperation and prompt deliveries are assured on every order.

WHAT IS YOUR HAULAGE PROBLEM?

For more than a quarter-century Easton has been supplying material handling equipment for every industrial service. Easton designs and builds all types of industrial cars, truck bodies, electric trucks and trailers. Consult Easton now for details on recent developments in wheeled haulage which might be applicable to your problem.

EASTON

EASTON CAR & CONSTRUCTION COMPANY • EASTON, PA.

storage to the waiting truck. Some of these systems are almost 100 per cent mechanical, and they are marvels of engineering. While the systems are large in these instances, a similar system of small size, incorporating the same principles of handling, can be installed in many smaller plants. At points where truck operators are handling this kind of a product, they should be interested in calling their customers' attention to better handling methods. This will not only help



Fig. 7—Portable stevedoring crane handles large bulky containers and packages quickly and safely. (Courtesy, Sterling Tractor Equipment Co.)



Fig. 8—Handling unit loads to waiting trucks reduces loading and unloading time. (Courtesy, Clark Tractor & Equipment Co.)



Fig. 9—This type of commodity unit loads, is easily handled by several types of power driven trucks. (Courtesy, Baker-Raulang.)

the customer to reduce his manufacturing costs, but it will help the trucker to reduce his time, waiting for loading or unloading, and either allow him to make more on the operator or quote a better price in order to meet competition.

A number of years ago, elevating endgates were discussed, and a few were built, but they were not successful. However, the principle was sound, and now we find a number of various types of elevating endgates being used on trucks, for many operations. In metropolitan New York, the restaurant chains, who truck from a central warehouse to their various stores, are all using power-driven elevating endgates. Other chain store operators are doing the same, and a number of private truck operators are finding this type of equipment advantageous. Most of these loaders use the power of the truck engine and the endgate becomes the elevator platform. It can be raised and lowered in a very few seconds. The controls are generally placed near the endgate so that the operator can quickly perform his operations. When not in use, the endgate is swung up into the position of a conventional endgate.

The savings effected by these loaders have, in many instances, proved revolutionary. Records of one man and the loader doing twice the loading required of 3 men without a loader, are not uncommon. Very often, one loader spotted as a stationary elevator, can be used for loading a fleet of trucks.

Commercial Hauling

In commercial hauling, where cost records are kept, it is not unusual to liquidate the investment of these loaders, in less than a year, and in several instances, in 3 mos. Another important saving, found in their use, is in handling goods subject to damage, such as enameled ware, radios, rolled paper, and certain chemical containers. The use of this mechanical device eliminates this damage. It is also proved that the use of the elevator eliminates to large degree, the danger of personal injury due to lifting.

One of these endgate elevators, and its use, is shown in Fig. 6.

At docks, piers and terminals, it is frequently necessary to load and unload large bulky packages or containers, as shown in Fig. 7. On these operations, a power-driven, portable stevedoring crane, as shown in Fig. 7, will facilitate this handling and reduce waiting time for loading and unloading of trucks. These portable cranes can also be used for loading and unloading trucks in industrial plants, at railroad terminals, in warehouses, etc., where many truckers are serving. This equipment has been found particularly advantageous at steamship piers, and on similar operations.

Unit Loads

More and more, the handling of unit loads, not only at the point of loading and unloading, but in transit, is gaining favor, because it permits the quick loading and discharging of the truck. Typical example is shown in Fig. 8, where the unit loads of concrete blocks are being handled direct from storage to the waiting truck.

On warehouse operations, the use of either the pallet or skid system with a power-driven truck, or even a hand truck, speeds up the operation of loading and unloading trucks. Typical examples of these 2 operations are shown in Figs. 9 and 10.

There is no handling operation that is beyond improvement, and there is a considerable amount of time and money to be saved by the truck owners, if they will investigate this important subject of materials handling. It is not necessary only to consider from their own point of view, but they should consider the subject in connection with their customers' plants and handling operations, where they tie in with the truck operations.

Many special pieces of equipment have been designed

for handling and for speeding up the handling operations. For example, see Fig. 11. Sometimes the many small units forming the large unit pallet load are apt to be unstable. The truck shown in this illustration solved a typical problem of this nature, by applying the lift grip attachment to a fleet of 10 fork trucks used on one of the largest citrus handling operations in the country. This equipment is used for handling on the pier, for loading trucks, for stowing, etc. In an installation of this type, where 44,000 cases of oranges must often be handled in a day, the method must be fast, flexible and dependable. The installation of these trucks and attachments accomplished considerable savings over former methods.

In one metropolitan area, a study was made, and a composite record of trucks showed an average of 23 per cent in running time, and 77 per cent in loading and unloading time. It is readily seen that any decrease in standing time by the use of better loading conditions or methods will proportionately increase the earning capacity of the truck. The truck operator should not only be interested in better handling methods at the point where he controls these operations, but he should advocate that these methods be installed wherever possible, at plants, piers, warehouses, etc., where inadequate facilities exist.

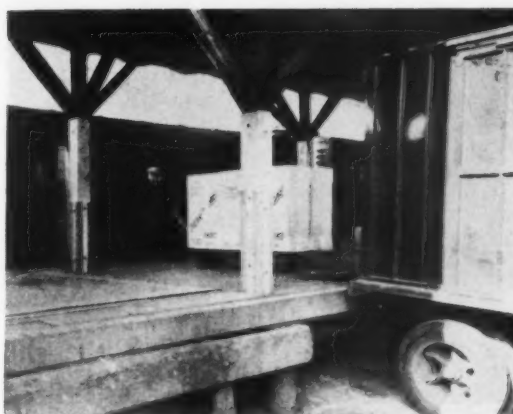


Fig. 10—The hand lift truck and skid method, or the semi-skid and jack handle lift truck method is ideal for transfer of this type, from truck to cars. (Courtesy, Colson Co.)



Fig. 11—Where the product to be handled requires special equipment, the equipment manufacturers are capable of building it. (Courtesy, Towmotor.)

Cuban Sugar Refiners Face Production Cut

A limitation in sugar production by U. S. refiners operating in Cuba is the object of a bill passed on Sept. 10 by the Cuban House of Representatives. The measure sets a minimum grinding quota of 60,000 bags annually for each of the sugar mills on the island, but fixes limits to curtail production above that level.

Should a mill grind more than 60,000 bags annually it will be limited through a quota by 3/17ths in order to permit those producing less to increase their outputs to at least the minimum figure.

Since American producers in Cuba are the largest grinders, their output quotas would be hit drastically, it is stated.

Plan Increase of Air-Express Service

L. O. Head, president of the Railway Express Agency, outlined at a company sales conference in New York City, Sept. 7, a plan for increasing air express service throughout the country. An agreement with the various airlines for this increase will go into effect Nov. 1. This additional business is expected to come from off-airline points, where advertising will be conducted. Revenue from the present service reached an all-time high in July when business amounted to \$62,000.

Transportation Takes 23 Cents of Distribution Cost Dollar

It costs more, on the average, to distribute goods than to make them, it was shown in the results of a survey, presented to the Maryland Cooperative Institute during its 3-day session held at the University of Maryland, College Park, Md., by Thomas R. Carskadon, of the Twentieth Century Fund, a fact-finding organization founded and endowed by the late Edward A. Filene, prominent Boston department store founder.

Out of every dollar spent for finished goods by the consumer, according to this survey, 41 cents represented cost of production and 59 cents the cost of distribution. The division of the cost of distribution revealed that the largest single item, 33 cents of each dollar, represents cost of retail trade; manufacturer's distribution costs take 24 cents; transportation takes 23 cents; wholesale, 18 cents; and miscellaneous costs, 2 cents.

Actual profits proved to be smaller than many persons had supposed. It was estimated that if the profits of distribution were eliminated all along from producer to consumer, the net saving probably would not amount to more than 3 cents of the consumer's dollar.

It costs 3 to 4 times as much to bring vegetables and fruits from the farm to the dinner table as it does to grow them. With some highly perishable produce, such as peaches and cabbage, spoilage losses may run as high as one-fourth of the retail price.—*Ignace.*



The main approach to the headquarters office and plant at Barrington, Ill., of the Jewel Tea Co., Inc.



E. M. BRINCKMAN

From its 90 offices and distributing points, Jewel Tea Co. operates 1,600 delivery units, made up of Fords and Chevrolets, which are used in the 42 States. These cars are purchased by the company and furnished to the salesmen for making sales and deliveries direct to the customers.

All maintenance and repairs and most replacements are made by authorized dealers' garages in the territory served. Total mileage runs to about 20,000,000 a year. Fuel consumption amounts to about 15 m.p.g. The accident rate per 100,000 miles of travel is under the National Safety Council average for retail store fleets, the group in which this company is classified.

Operation of these cars is under the supervision of G. H. Sibley, chief, branch operating division.



Loading a freight car at the Barrington plant.

The Jewel Tea Company Meets the Problem of

Traffic Management for

By E. M. BRINCKMAN

Traffic Manager, Jewel Tea Co., Inc., Barrington, Ill.

AN idea, \$700, and a horse and wagon started an organization which now, after 40 yrs., has grown to the proportions of doing a retail business in 42 States and is operating in 16,051 communities with distributing points in 90 cities. Such is the story of the Jewel Tea Co., Inc., with its main plant located at Barrington, Ill.

This company distributes a total of about 2,000 food products, serving the public mainly through house-to-house salesmen, but also through a group of 116 stores in Chicago and its environs. Included in the products handled are many of the company's own manufacture.

With this set-up, receiving its

raw materials and other products from all parts of the world, it can be seen that the organization would necessarily have to have a specialized traffic department, since it spends for transportation costs of all kinds more than 5 cents from every dollar received in the sale of its merchandise.

The most important transportation function of the Jewel traffic division involves the movement of goods for the house-to-house salesmen; that is, from the company's 4 plants, located in various parts of the country, to the distribution branches, and from there to the salesmen, who make their requisitions, as needed, from these

branches. Shipments are made from these distributing points to the salesmen by rail or truck the same week during which the requisitions are received, and the goods are delivered that same week to stockrooms maintained by the salesmen.

The Jewel Tea Co. occupies a unique niche in its house-to-house distribution of food products and appreciates the services rendered by public warehouses and makes use of them, particularly for distribution and handling carload shipments in its 90 distributing centers.

Coffee is the principal item sold by the Jewel route salesmen. Green coffees come from South and Central America, Africa, and the East Indies, brought in ocean vessels and transhipped to barges which bring it up the Mississippi to a transfer point, from which it is forwarded by rail or truck to the Jewel plants. In 1908, one single shipment, the largest ever brought into the United States up to that time, namely 1,600,000 lbs., was imported by the Jewel company. It required 42 freight cars to carry that cargo. During 1939, the company sold 22,500,000 lbs. of coffee. The company blends its own coffee to popular taste standards, and roasting is done with the most modern facilities under the personal supervision of experts. Jewel coffee is never roasted until it is ordered, after which it is rushed immediately to the salesman and through him to the home of the customer.



One of the attractive salesmen's sedan delivery units in coffee cream and coffee brown, a color combination suggestive of the beverage. "That Makes the Meal."

Coffee, however, is not the only imported item that passes through the company's plants on its way to the American housewife. Teas are brought from Japan, Ceylon, India and China. Spices, without which civilization can hardly get along, and which for centuries even before the Christian era were an important item of commerce between certain European countries and the Orient, come from various places in the Far East. Pepper, about the most widely used of spices, was originally grown in India, but is now produced extensively in Java, Sumatra, China, and the Malay Archipelago. Cloves, originally found in the Netherland East Indies, is now grown also in Madagascar and Zanzibar. Cinnamon is grown in but one place, Ceylon; and ginger comes from Jamaica and the Orient. These are but a

few items that are brought from foreign lands.

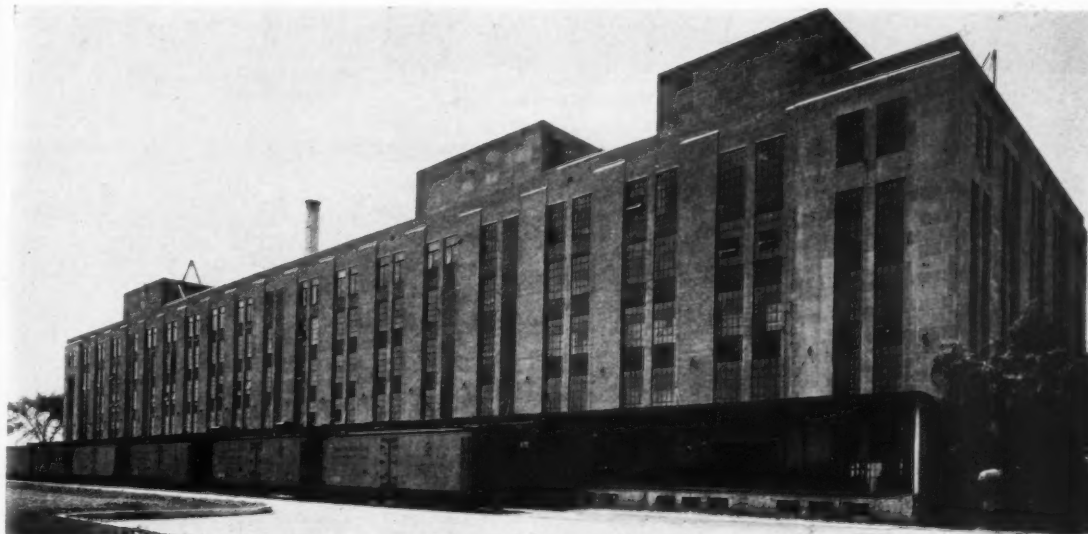
These imported items, it can easily be seen, must be subjected to a number of transportation transfers before reaching any of the Jewel plants. In fact, all of the 2,000 items sold, which include the 57 sold through house-to-house solicitation, have received at least 2, and in many cases more than 2 transportation movements before reaching the ultimate consumer.

Big Volume

Some idea of the tremendous volume of goods handled may be had from the fact that during 1939 the tonnage amounted to approximately 300,000,000 lbs., including incoming and outgoing products. Figures for 1940 show an increase of approximately 10 per cent over 1939. Approximately 20,000,000 lbs. are yearly shipped direct from suppliers' factories to the various Jewel branches, thereby reducing transportation costs and the expense of handling and re-handling

(Continued on page 67)

House-to-House Selling



Covered loading dock and double track rail siding along rear of the plant building.

Quick Frozen Foods Require

... and the Trucking Industry can accomplish much



Interior of Church container, showing highly sensitive color motion picture film, shipped under water-ice refrigeration.

THE handling of quick-frozen foods in less-than-truck lots has been called "the problem child" of the trucking industry. The railroads also have a like "problem child," in the l.c.l. handling of quick-frozen foods. But, on the whole, the railroads seem to have been making more rapid progress recently than the trucks toward the control of this problem.

A year ago at the 1939 Chicago convention of the National Food Distributors Assn., this problem was strongly emphasized by Charles W. Triggs, a prominent

authority, who was chairman of the Frosted Foods session. "Better transportation facilities for getting quick-frozen foods to retail dealers," said he, "is the biggest present need of the frozen-fresh food industry. That is, the distribution end of the industry is lagging far behind the production and the merchandising ends."

Poor Condition

In his opinion, at least 40 to 50 million pounds of quick-frozen foods then in warehouses of the country were in "poor condition" for retail marketing. This was mainly because the uniform low temperatures of 10 to 15 deg. Fahrenheit, which usually are demanded for the safe shipping of this product, had not been properly maintained somewhere along the distribution line after the goods had been processed. He was inclined to put most of the blame, not on the truck and the rail carriers, but on the retail distributors. Many of them, he thought, were inexperienced in handling frosted foods. Hence, they had been lax in demands on their carriers in ordering and getting the kind of equipment and the handling methods which the experts have found necessary for the adequate temperature protection of quick-frozen shipments.

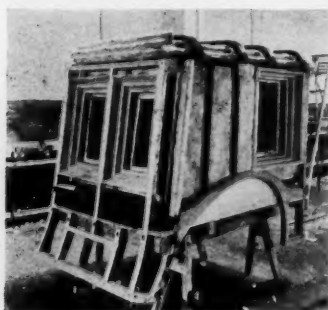
During the year that has intervened, there have been a number of important developments toward the better shipping protection of quick-frozen foods. These include:

1. Improvements in portable railroad refrigerated containers.



Church container being transferred to a Railway Express truck.

Right—Butter and frozen foods are sold, house-to-house from this truck. Below—The Bob-White body under construction.



Modern Trucks . . .

holding from 2,000 to 8,000 lbs., which will maintain safe low temperatures and are suitable for shipping in box cars. These especially include the Zimmerman and the Portakold models.

2. The development, in both of these models, of smaller portable containers designed especially for truck or rail-truck handling; and also developments for still smaller sizes for use by private motor carriers.

3. Expansion in the use of the small Church portable refrigerator and display cabinet, being used exclusively by the Railway Express Agency.

4. Improvements in small insulated containers and packages and bags, used for retail dispensing by manufacturers and distributors.

5. Improvements in insulated and refrigerated truck and trailer bodies, capable of sustaining the low temperatures demanded by frozen foods.

6. New truck bodies especially designed for "peddling" deliveries of quick-frozen foods within a radius of 50 to 100 miles from a distributing center; and other truck bodies designed for the house-to-house vending of refrigerated and quick-frozen foods.

Light Shipments

One large Chicago shipper of quick-frozen foods, when asked about his personal experiences with carriers, said his company had been getting very good service both in full carload and full truckload shipments. But, he explained, his chief transportation need and the chief need of the quick-frozen food industry was in l.c.l. and l.t.l. shipments. This is because a large part of the present expansion of the quick-frozen food industry is in the direction of comparatively light shipments to city and small-city outlets. Most of the small cities do not have any railroad refrigerator car service, and some of them are off the railroads and dependent entirely on trucks. Although some railroad lines, stimulated no doubt by truck competition, have been steadily increasing their small-city refrigerator car service, it would be many years, based on their present rate of expansion, before this service would be generally available to the majority of the medium-sized cities on their lines. On the other hand, the railroads never have shown much interest in l.c.l.

shipments of perishables, and some roads have entirely discontinued such shipments.

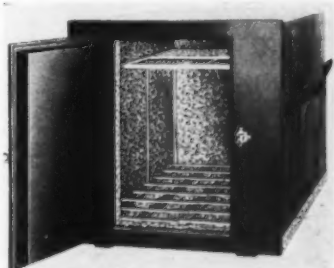
Likewise, there has been little chance, under the old shipping methods, for small cities to get low-temperature refrigerator service from the motor trucks. Most of the large motor carriers, of course, have refrigerated trucks; and some of these refrigerated trucks are well enough equipped with the liberal use of dry-ice to keep temperatures under 20 deg. However, almost without exception, such refrigerated trucks will accept only full loads for through shipment. This permits these trucks to be loaded and sealed, with no opening of doors until destination is reached.

Claim Payments

If such trucks were obliged to drop parts of their load enroute, they would endanger their temperatures; and a number of recent claim payments of \$300 to \$800 for "defrosting damages" has taught trucking operators to be very cautious. So cautious, in fact, that many of them will not now accept any quick-frozen shipments. Another difficulty, in operating their refrigerated trucks, is that most of their runs are overnight for next-morning deliveries, or for second morning deliveries. Hence, for them to safely drop a portion of a refrigerated truck load in a small city in the middle of the night would require that these goods be held in refrigeration for a number of hours previous to the possibility



The Portakold container, equipped for ice refrigeration and having about 100 cu. ft. of loading capacity.

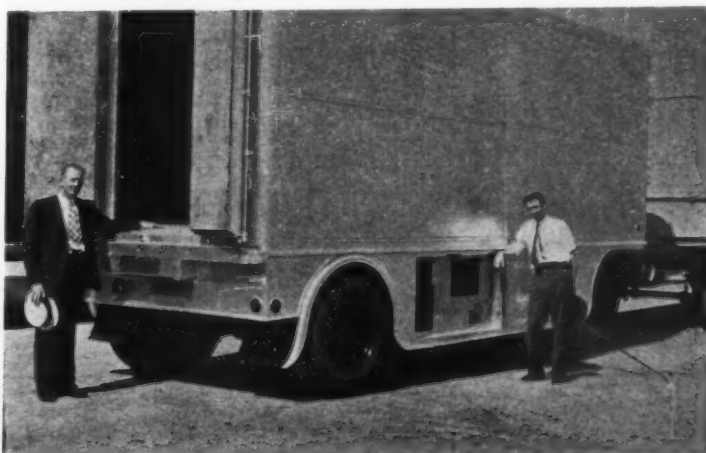


Shamrock refrigerated container, made by Messe, Inc. Has 20 cu.-ft. capacity, but made in any size desired. Used for wholesale distribution or on for-hire trucks.

Shamrock container with 2-in. cork insulation, requiring no refrigerant. Strawberries, at -50 degs., kept 3½ days with temperature drop to only 15 degs. above.



Articulair refrigerator body and unit. Latter, mounted amidships, is operated by small gasoline engine. Cooling air is under pressure.



of any local pickup or deliveries; and this would require a type of low temperature storage usually not now available in small-city trucking terminals. These conditions have caused most motor truck op-

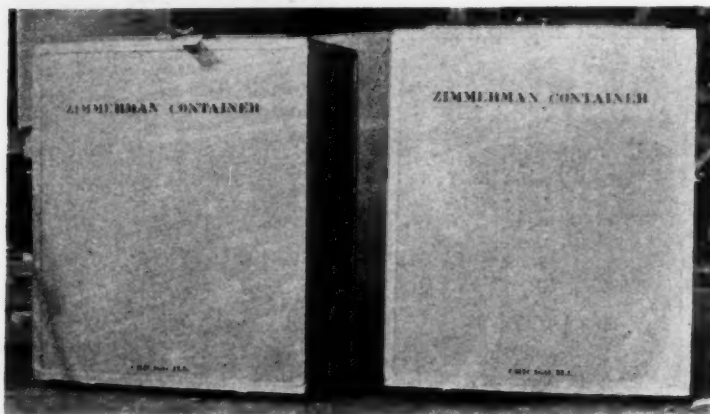


Above—New Zimmerman container for Illinois Central Railroad. Uses dry ice and will hold 1,275 lbs. of payload. Adapted for motor trucks.

erators, using the standard trucking equipment, to "shy away" from the handling of all l.c.l. frozen-food shipments.

A prominent Chicago wholesale dealer in frozen foods has protested vigorously against this situation. "A good many of the trucking companies," said he, "won't accept our less-than-truckload frosted-food shipments. And when some of them do accept, we are never certain that they will deliver the shipment in proper condition. This situation exists," he added, "because these truck operators have

Below—Zimmerman container used by a wholesale grocer on its trucks. Capacity, 15 cu. ft. Will carry about 300 lbs. of frozen foods. Uses 15 lbs. of dry ice which maintains zero temperature for 24 hrs. with 90 degs. outside.



Below—Zimmerman's largest type, using wet-ice, has 120 cu. ft. of payload capacity.



not added the proper necessary equipment. I mean, especially, types of portable refrigerators now on the market. Some of the railroads are using these portable refrigerators for straight rail hauls and also for combined rail-truck hauls. For the past year, our company has been shipping in such containers, with never the slightest damage to our goods."

This company has issued a mimeographed statement of the results of these shipping tests, listing 9 definite examples. The final paragraph of this very frank statement is as follows:

"During the hot weather the past few months, some of the transportation companies have refused to take frozen foods because of the losses they have sustained through claims on account of goods being defrosted and in bad condition when arriving at destination. It can be readily seen that there is no occasion for a situation of this kind if carriers will provide themselves with proper equipment that will assure frozen food being kept frozen in transit, and the expense of using portable or flexible equipment that will do the work is small compared with losses sustained in the past. Shippers and consignees are beginning to realize that improper handling is entirely unnecessary and with the rapid growth of the frozen-food business, it behooves the carrier to provide the necessary equipment, and solicit frozen-food shipments instead of turning them down."

Rail Use

During the past year there has been a steadily increasing use by the railroads of the small portable refrigerators referred to above, for the handling of l.c.l. shipments of foods and other perishables demanding refrigeration. Several of these railroads, during the past 6 mos., have published new detailed schedules applicable on "l.c.l. perishable freight" and based on the use of portable refrigerators hauled in box cars, and in some cases combined with railroad-operated trucks. The 2 types of portable containers which are being used in greatest numbers by the railroads are the Zimmerman and the Portakold. Both of these types, as previously mentioned, are also being made in smaller sizes especially for trucking or rail-truck service.

The original idea for the Zimmerman container goes back to June, 1932. Then it was that Howard W. Zimmerman, a young Chicago man of inventive mind, came quite directly into contact with a shipment of 5,000 lbs. of Roquefort cheese which had been shipped by a forwarding company from New

(Continued on page 79)



LETTERS TO THE EDITOR

"Traffic" a Misnomer—Makes Change to "Transportation"

I HAVE read with considerable interest the letters in your department relative to "Traffic" versus "Transportation" as names representative of managers of departments handling transportation matters.

I fully agree with those who feel that the word "Traffic" is a misnomer when applied to the manager of any department that deals with transportation. I would go even farther and suggest that such a department, as well as its manager, should be designated as "Transportation," instead of "Traffic."

The word traffic smacks too much of "the flow of pedestrians and vehicles along a street or highway" or of "trade and commerce," rather than the processes attached to and incidental to the transportation of commodities.

The surest and quickest way for the so-called traffic manager to relieve the embarrassing situation of continually having to explain to the layman that he is not a traffic cop, has no control over traffic jams and has no connection whatsoever with the white slave or narcotic traffic, is to take the bull by the horns and change the name of his department to "Transportation Department" and sign his letters as "Transportation Manager" or "Manager of Transportation."

By this process, the transition from "Traffic" to "Transportation" should not be difficult nor long and would require no particular organization to be set up.—A. R. Crouch, Transportation Manager, Pittsburgh-Des Moines Steel Co., Des Moines, Iowa.

Text Books on Traffic for a Student

WILL you please tell me the publisher and the prices of the following traffic text books:

- 1—Fundamentals of Transportation, by C. G. Walden.
- 2—Tariff Interpretation and Rate Construction, by C. G. Walden.
- 3—Dobie on Bailments and Carriers, and Case Book, 1914 (Hornbook Series).
- 4—Goddard's Outlines on the Law of Bailments and Carriers, and Case Book, 1904.
- 5—Motor Traffic Management, H. E. Stocker (1938).
- 6—Notes on the Motor Carrier Act of 1935, and Quiz Book, by O. L. Mohundro.
- 7—Publications of Bureau of Foreign and Domestic Commerce on export and import practice.
- 8—Practice and Evidence before the I.C.C., by H. C. Lust (1929).
- 9—Mohundro's Notes, Pleading Practice, Procedure before the I.C.C. (1938) and Quiz Book, by O. L. Mohundro.
- 10—The Law of Loss and Damage Claims, H. C. Lust (1931).
- 11—Economics of Transportation, by D. Philip Locklin (1935).
- 12—Traffic Management, by G. Lloyd Wilson.
- 13—Industrial Traffic Management, by L. A. Bryan.
- 14—The Freight Traffic Red Book.

Charles R. Newman, Portsmouth, Ohio

Answer:

1—Published by the Freight Traffic Publishing Co., New York City, and priced at \$3.75. This course is published in loose leaf binder and is used by schools all over the country.

2—Published by the Freight Traffic Publishing Co., New York City, and priced at \$6. Also published in loose leaf binder and used by schools.

3—Can be purchased from any second-hand law book store, prices ranging from 75 cents to \$1.25. The College Book Co., Columbus, Ohio, publishes a price list of used law books and you will find the 2 books by Dobie listed: Cases on Bailments and Carriers, priced at \$1.50; and Law Bailments and Carriers, priced at \$2.50.

4—Can be purchased from any second-hand law book store, prices ranging from 75 cents to \$1.25. On the price list mentioned in No. 3, Goodard's Outlines of Law Bailments and Carriers, 1904 edition, can be bought for \$1. As previously stated, these are used books, but they will serve the purpose very well.

5—Can be purchased through DandW. Priced at \$5.

6—Can be purchased from the author, O. L. Mohundro, Interstate Commerce Commission, Washington, D. C. The notes are priced at \$2; the Quiz book at 50 cents.

7—Publications of the Bureau of Foreign and Domestic Commerce on export and import practice are published by the Bureau of Foreign and Domestic Commerce, Washington, D. C. The text book on Export and Import Practice is priced at 25 cents.

8—Can be purchased from the Traffic Law Book Publishing Co., Fowler, Ind. In writing to this firm, ask if it has used copies, as the price will be less than half of the new. The cost of a new book would probably be \$10.

9—The Notes are priced at \$5; the Quiz book at 50 cents. See answer in No. 6.

10—Published by Traffic Law Book Publishing Co. (See answer in No. 8.) A used book should be priced around \$5 or \$6.

11—Has been listed in the catalogue of the College Book Publishing Co., Columbus, Ohio, at less than half the price of a new book.

12—See answer in No. 11.

13—See answer in No. 11.

14—Published by the Freight Traffic Publishing Co., New York and priced at \$10 a volume. The Red Book is published yearly.

Correction of Los Angeles Joint Radio Program Sponsors

KINDLY refer to article on page 38 of the September issue of DandW, headed "36 in Joint Radio Program." Your statement that the American Storage Co. collaborated, is erroneous, in that the entire idea was that of M. G. Miles and the writer. Both of us worked up the entire program. The sole manner in which Lisle Sheldon entered the picture was as an advertising agency, dealing for us with the radio station.—R. M. Johnson, Operating Executive, American Storage Co., Los Angeles.



Land reclamation creates a new supply of perishable foods and a distributing problem.

In the McCoy system of control, the dry ice, J, is placed in an air-tight compartment G and thoroughly insulated from the food storage compartment. Pressure built up by sublimation of CO₂ escapes through outlet pipe D to valve C, which is automatically opened or closed by thermostat B. When the valve is opened by a rise in temperature in the storage compartment, pressure is released to pump E which causes circulation of refrigerant. The latter, either air or liquid, is circulated through the storage compartment after being cooled in chamber below the dry ice.

Mobile LCL Refrigeration

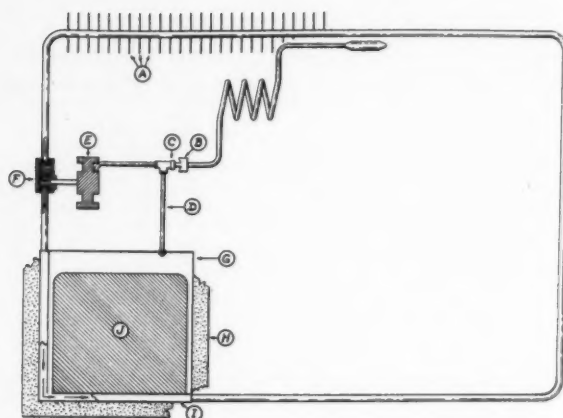
Motor trucks, freight cars and ships' holds may now be refrigerated economically and dependably.

By Glenn Heisler

"YOU would hardly believe the figures, but I know of half a million pounds of produce, berries and frozen pack particularly, that I could ship from one locality today if I had some way of guaranteeing accurate low temperature control in my trucks, especially in l.c.l. lots." This statement was made recently by the traffic manager of one of the Nation's major truck lines.

This isn't a new problem. In fact it is one of the oldest problems in the great food industry. It has become the "Old Man of the Sea" who refuses to be dislodged. It is the one weak link in the producer-processor - distributor - consumer chain. Untold food wastage (Bureau of Agriculture research figures run as high as 25 per cent total loss) and other losses due to enzymatic and bacteriological deterioration of produce and fruits that escape total loss result from improper refrigeration during distribution.

The touch of water transforms hot sands into green expanses of growing produce.



Today, the story is similar in many respects to that of 50 yrs. ago. And probably the best way to illustrate this is to tell the story of C. W. McCoy, whose many years' research in the field of refrigeration has not only touched on every

phase of perishable protection during transit but has resulted in the apparent solution to the "Old Man of the Sea" problems that have tenaciously persisted.

When McCoy started to work for the railroads in 1909, one of his



first jobs was to swamp out the reefer cars that came back from refrigerator service. He was struck by the sloppiness of the cars, the muck and what-not that accumulated from the ice meltage in the bunkers. Recognizing the lack of natural refrigeration principles in these cars and resolved to find a simple means of refrigerating them, McCoy developed the ABC (automatic brine circulation) system.

The application of natural laws in this system arises from the conversion of wasted motion of vehicles to useful work. This permitted the flow of a cooled liquid through overhead pipes through the refrigerated space. In this way, because of the vertical circulation caused by temperature differences in the air, the rate of heat absorption by the refrigerant was greatly increased. For control of temperature, a thermostatically-regulated valve was provided for circulation of the refrigerant. This system gave uniform, even, and controlled temperature with a reduced ice consumption of 40 to 70 per cent. Added to this saving was a 20 to 25 per cent increase in payload space, due to elimination of the large end bunkers and the facilitation of loading nearly to the ceiling of the cars.

McCoy, on this principle, was given one of the 17 basic patents ever allowed by the U. S. Patent Office. Some of the largest shippers of the country now use the ABC system in their freight cars.

However, in application, certain difficulties due to wet ice as a refrigerant limited its practicality, although it definitely proved its advantage over the usual method of uncontrolled refrigeration with wet ice.

First Used in 1923

In 1923, the newly-discovered solid carbon dioxide, or dry ice, was first used as a refrigerant. Because of its extreme low temperature, dry ice raised the hopes in the minds of refrigeration experts that at last a perfect refrigerant had been found. However, these hopes were unfounded. In actual use, dry ice is only a little better than wet ice in that it is dry, weighs less, and can refrigerate at lower temperatures. But because refrigeration means protection and protection can be gained only through accurate control of temperature, the present lack of control of dry ice makes it an undependable refrigerant. It is uneconomical to use because only a small part of its heat-absorbing capacity is utilized for refrigeration. This is due to the difference between the -109 deg. temperature of dry ice and the temperature desired for refrigeration, which is seldom below -10 deg. This

amounts to about 100 deg. of wasted heat-absorbing energy.

In the ordinary use of dry ice, perishables cannot be placed in direct contact with the dry ice or the CO_2 sublimated from it because of harmful or destructive effects. To prevent this, the dry ice is insulated from the material to be cooled so that only a portion of the heat-absorbing capacity is taken advantage of; the remainder is dissipated uselessly.



C. W. McCoy

All of this was apparent to McCoy when he began his experimentation with dry ice, and immediately he sought a solution based on the principles of conservation of energy. Among many things he noted was that the gas foaming from melting dry ice was something like steam from boiling water—a means of building up pressure. This, he figured, could be used as a source of power.

McCoy's original work with the ABC system had convinced him that uniformity of temperature is best obtained by having the heat-absorbing area arranged in the space to be refrigerated so that there is the greatest possible circulation of air within the compartment. Therefore, McCoy decided to use the gas pressure to force alcohol or some other liquid through coils in the storage compartment, absorbing heat there and losing it in a compartment below the dry ice. This was done by enclosing the dry ice in an air-tight chamber and releasing the CO_2 under pressure to operate an air pump by means of a thermostatically-controlled valve.

So much for the pressure developed by dry ice. There still remained the problem of taking advantage of the -109 deg. of the dry ice. In the normal use of dry ice, the gas given off is dissipated—lost. This gas has a temperature of -100 deg. With present methods the rate of meltage cannot be con-

trolled nor the cooling effect of the gas utilized.

To McCoy the solution was obvious: allow dry ice to melt only at the rate necessary to cool the storage compartment and prevent the dissipation of B.t.u.'s beyond that. Chance observation showed the way to do this. McCoy noted that when a piece of dry ice was submerged in water, the water didn't get as cold as would be expected. The explanation for this phenomenon is merely that when dry ice touches water, molecules immediately form a CO_2 envelope around it and isolate it from the water. This thin layer of carbon dioxide gas is probably the most efficient insulation known.

When he placed the dry ice within an air-tight compartment, McCoy was able to use the confined gas as power for circulation and also as a highly effective insulation to preserve B.t.u.'s not immediately needed for optimal refrigeration. Actually, 3 factors are concerned in reducing the loss of heat-absorbing energy by placing dry ice in an air-tight chamber. First, as CO_2 pressure increases, the rate of sublimation is slowed. This means that meltage is retarded. Second, because the CO_2 gas forms an effective pocket of insulation around the dry ice, the surface temperature is maintained for a greatly increased length of time. Third, the actual cooling of a secondary refrigerant is done by the CO_2 gas which is carried away from the block of dry ice. By the time the gas is expelled, it has absorbed almost its full quota of heat.

Waste Overcome

CO_2 gas taken directly from dry ice has a temperature of about -100 deg. If this heat-absorbing energy does not drain heat from the food compartment, needless waste would be allowed. However, McCoy overcame this loss by arranging for retention of carbon dioxide as it passes through a cooling chamber surrounding the storage compartment. It is expelled from this chamber at almost the same temperature as that held by the thermostat inside the food compartment.

The 2 goals toward which Mr. McCoy directed his studies were the capturing of the maximum heat-absorbing energy of dry ice and a simple, dependable means of regulating temperature. Having evolved a pressure chamber to supply power for circulating a secondary refrigerant, he found the adaptation of a thermostatically-controlled valve a relatively simple matter. Circulation of the refrigerant is dependent upon the transmission of the CO_2 pressure in the ice storage compartment to the pump. Regulation of this pressure is by a valve

(Concluded on page 71)

What's New in Road Transport

Early Announcements of 1941 Truck and Trailer Models Promise Production Activity. Other Announcements Will Be Published in Following Issues of DandW

Mack Announces New High-Performance Tractor

In announcing production of the new tractor model LMT, a unit designed expressly for tractor service, Mack Trucks, Inc., has offered to the automotive field a tractor built to haul a maximum gross train weight of 60,000 lbs. The LMT offers high performance never before found in the operation of a vehicle of this gross train weight.

From its bumper to taillight, this new LMT Mack tractor incorporates all the refinements of modern streamlined styling with a harmonious blending of lines throughout. Its highly sturdy construction and attractive appearance are illustrative of the most modern truck design.

The completely streamlined cab of the new model features the utmost in safety and comfort for the driver. Of all-metal construction, this cab has its rear quarters and roof lined with leatherette. Its slanting V-type windshield is 2-piece with each part opening independently and being adjustable. Shatterproof glass is standard throughout. The driver's seat is a separate unit and fully adjustable with both the seat and back cushions incorporating the new combination spring and rubber foam-type of construction. Covering of all seats and back cushions is genuine leather. Further deluxe standard fittings of the cab include: chromium-plated windshield frames; 2 intake and 2 exhaust ventilators; dual windshield wipers; dome light; rear view mirror; felt-lined glove compartment; coat hooks; and headlight beam indicator. Its overall width at the belt molding is 68 in.

The LMT is offered in the standard wheelbase length of 140 in. Standard equipment includes, among other items, double-acting hydraulic shock absorbers on front, airbrakes, semi-trailer brake, and electric connections.

The 6-cylinder model EP Mack Thermodyne engine has a 4 $\frac{1}{4}$ by 5 $\frac{1}{2}$ -in. bore and stroke, developing 160 h.p. at a governed speed of 2,100 r.p.m. Total piston displacement is 611 cu. in. Torque de-



Mack's new LMT model is designed expressly for tractor service.

veloped is 462 lb.-ft. at 600 r.p.m.

Mack is also offering, at extra charge, the larger model EY Mack Thermodyne engine of 707 cu. in. piston displacement, an engine which develops 175 h.p. at governed speed of 2,000 r.p.m.

Both engines are of similar design, their crankshafts having 7 main bearings, being fully counterbalanced on every throw, of drop-forged, case-hardened, low-carbon steel. Cylinders are chrome-nickel alloy semi-steel, heat-treated, and cast in block with 2 detachable heads held down by 40 studs. The crankshafts have a Lanchester-type vibration damper. They are 3 $\frac{1}{2}$ in. in diameter at the main bearings and weigh 182 lbs. The connecting rods are of drop-forged chrome-molybdenum steel. Main bearings, of the thin-shell precision-type, are interchangeable and have a projected area of 40.25 sq. in. Exhaust valve seats are of Mack's exclusive Permafit inserts of Niferrite, faced with Stellite. Exhaust valves are of Macks exclusive Stablite material.

Drive is from a dry single-plate clutch 15 in. in diameter through a 10-speed overgear Mack Duplex gearset. Final drive is dual reduction, with a choice of rear axle ratios: 5.93, 6.46, 6.96 and 7.54. The rear axle housing is of pressed steel, heat-treated and fused. Axle shafts are 2 $\frac{1}{2}$ in. in diameter over the splines, which are of the involute type. This rear axle is full-floating and employs Hotchkiss drive.

Brakes are of the mechanical type, air-operated. Total braking area on all 4 wheels is 676 sq. in.

The frame is of high-carbon steel, heat-treated, with side members 10 7/16 in. deep, 7/32 in. thick, and 3 $\frac{1}{4}$ in. flange, giving a section modulus of 10.55. Cross members are 3 box-girder and 3 channel.

Springs front and rear are 3 $\frac{1}{2}$ in. wide, the front springs being suspended in rubber shock insulators. The rear springs are of the slipper type. Length of the front springs is 50 in., while those at the rear are 54 in. long. Helper springs are standard. The steering gear is Mack Archimoid with a 21 to 1 ratio.

White Brings Out Complete Super Power Truck Line

The White Motor Company, which created an entirely new method of door-to-door delivery when it brought out the new "White Horse" last year, has taken an equally decided step in the extension of the Super Power truck line. Hitherto Super Power has been offered only in 2 heavy-duty models. Today it becomes available in a full-balanced line of motor trucks which includes units from 1 $\frac{1}{2}$ tons upward in both conventional and cab-over-engine types. Straight trucks, tractors and 6-wheelers are all found in the comprehensive list of models.

Last year there were only the 2 heavy duty models. Today there is a Super Power truck for every

purpose, designed not only for the special job but for fitting various State legislation requirements as well. The marked success of the 2 original models is what decided White officials to extend the design, with improvements, to lighter models. With over a billion miles piled up by Super Power operators, including individual trucks with more than 200,000 miles each, the engine is a thoroughly tested unit. Records made have surpassed all previous achievements.

Super Power trucks were designed to operate with less fuel for economy's sake, to provide less truck weight for greater payload possibilities, to give more power with which to cut down road time, and to lower total maintenance costs generally. All this was primarily accomplished through better design, which provided better thermal efficiency, better carburetion, better manifolding and sturdier construction. Increasing the horsepower in itself would have constituted no problem, but to do so while cutting fuel consumption, constituted a startling feat of engineering. Better materials, closer tolerances, better balance and more efficient lubrication have brought an entirely new level of efficiency.

Four basic Super Power engines, all in the 6-cylinder class, are being produced to take care of White's new and comprehensive truck line. Specifications are as follows:

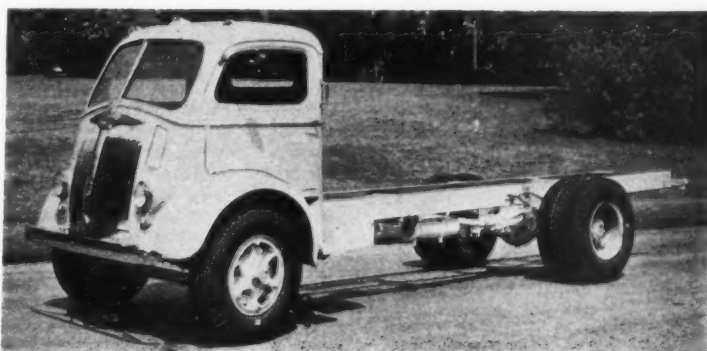
Model 100A—90 hp., 3 7/16-in. bore, 4 1/2-in. stroke, 250 cu. in. displacement, compression ratio 6.75 to 1.
Model 110A—100 hp., 3 9/16-in. bore, 4 1/2-in. stroke, 270 cu. in. displacement, compression ratio 6.5 to 1.
Model 120A—110 hp., 3 7/8-in. bore, 4 1/2-in. stroke, 318 cu. in. displacement, compression ratio 6.4 to 1.
Model 140A—125 hp., 3 7/8-in. bore, 5 1/8-in. stroke, 362 cu. in. displacement, compression ratio 6.28 to 1.

These 4 engines will power the complete line of truck models. The line of chassis models includes the WA-14 with gross rating of 14,000 lbs.; the WA-18 with gross rating of 16,000 lbs.; the WA-20 with gross rating of 18,000 lbs.; the WA-22 with gross rating of 21,000 lbs.; the WA-26 with gross rating of 24,000 lbs.; and the WA-34 with gross rating of 32,000 lbs. All of these chassis models are available in a choice of 7 wheelbases running from 136 in. to 226 in. In addition to the conventional chassis line, each model has its counterpart in a "100" series of cab-over-engine models embracing a full line, powered by the same engines and offering unusual gross ratings and wheelbase options.

Outstanding mechanical features of the new line include the exclusive White designed 6-port intake manifold, copper-lead indium-treated main and connecting rod bearings, Stellite-faced exhaust valves and seats in all models with sodium-cooled valves an added fea-



White's extended line of Super Power trucks make all models available with various wheelbases, gearset and axle ratios to fit them to every type of service and in every business.



Optional equipment in White's new line includes a patented air heater to preheat carburetor air, particularly in winter. This device eliminates the need of radiator shutters.

ture on the 2 large engines, Wilcox-Rich hydraulic valve lifters, bypass thermostatic cooling system, aluminum pistons, 5-speed gearsets, and oil temperature control.

A unique piece of optional equipment is a patented air heater to preheat carburetor air. It is designed mainly for winter use to eliminate the radiator shutters, but it is likewise effective in reducing engine power and consequent fuel consumption without upsetting the distribution system whenever the operator desires economy more than maximum performance.

The by-pass thermostatic cooling system provides proper flow and even temperatures. During a warm-up period in cold weather, the by-pass closes off a part of the system and the water in the engine proper is continually recirculated, with a relatively small amount escaping to the radiator to gradually warm up the whole.

The oil temperature control unit has a miniature radiator and is connected with the circulation system. In cold weather the unit heats oil to the proper temperature, and in hot weather the cooling system lowers it, thus assuring

consistent crankcase conditions.

Five-speed axles are standard on large models and optional on smaller units.

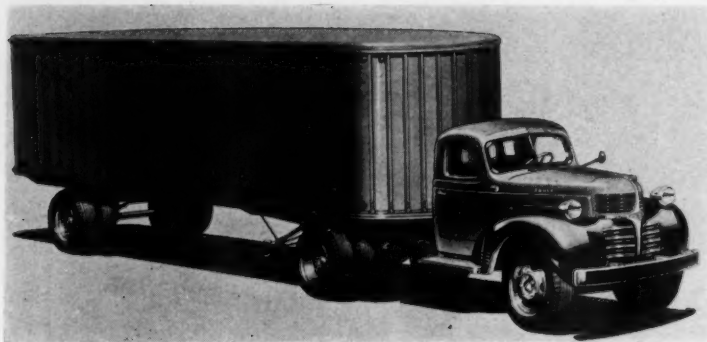
Full-floating double-reduction rear axles are standard on the WA-26 and WA-34 series trucks and optional on other models. Two-speed axles are also available. These axles permit handling many grades beyond the fast axle ratio without changing transmission gears.

All models, with the exception of the WA-34, are given hydraulic brakes as standard equipment, with Westinghouse air brakes available as optional equipment. Air brakes are standard on the WA-34.

Interchangeable parts, in many cases, run completely through the line. Thus, fleet operators using 2 or more different models, will experience lower service and stocking costs.

Dodge Job-Rated Line for 1941 Most Complete

Modernly streamlined in styling and markedly advanced in design and engineering, the new 1941 line of Dodge Job-Rated trucks is by



One of Dodge's new tractor-trailer Job-Rated models.

far the most complete in the history of the Dodge Brothers Corp.

Offered in 112 standard chassis and body models (an increase of 16 models since the outset of 1940), on 18 different wheelbase lengths and in 6 capacities ranging from ½-ton commercial units to heavy-duty gasoline and Diesel-powered freight haulers, the new line is said to meet 97.3 per cent of all truck hauling requirements.

Among the advancements designed to prolong the life and dependable performance of the engines are an oil bath air cleaner and a metal-edge fuel filter mounted at the carburetor. The latter is in addition to the filter incorporated in the fuel pump. These new features are designed to give maximum protection against destructive dirt and grit entering the engines in any way through the fuel mixture.

Also a floating-type oil pump screen improves the efficiency of oil pumps. The hinged intake screen floats just below the surface of the oil in the crankcase, following the rise and fall of the oil level. Thus, oil is never drawn directly to the oil pump from the surface of the reservoir, which is apt to be frothy or foamy during engine operation, or from the bottom of the crankcase where sediment may settle.

In all models, the Dodge truck-built, 6-cylinder high compression engine is retained. Engine features include the use of aluminum alloy, lubricated multi-ring pistons, exhaust valve-seat inserts, full-length waterjackets, by-pass thermostat, replaceable, precision-type main and connecting rod bearings, full-pressure engine lubrication, chain-driven camshaft and air-cooled generator.

Diamond T Adds Junior Member

The Diamond T Motor Car Co. announces a new 2½-ton model 702, described as the junior member of the Extra-Heavy Duty Line. Features include massive appear-

ance, exceptionally good weight distribution, comfort and ease of handling. It is rated for a maximum gross capacity of 22,000 lbs.

A new Diamond T Hercules CBW-XC3 engine is employed, with a bore and stroke of 4¼ by 4½ in. and 383 cu. in. displacement. It includes the usual Super-Service features of counter-balanced crankshaft, Tocco hardened, the heat-treated electric furnace alloy iron block and Zollner light alloy pistons. Maximum torque is 282 lbs.-ft. and the engine develops 99 h.p. at a governed speed of 2,600 r.p.m.

Frame design and depth are as in the larger Extra-Heavy duty models, with a 10-in. channel section, but chassis weight is kept down in the 3 shortest wheelbases by using only ¼-in. stock. In the longer wheelbases where frame stresses run higher, the material is 5/16 in. in thickness. Frames are of heat-treated alloy steel.

Brakes are unusually large and powerful. Hydraulic brakes with the big J10 booster are standard, with 16¼ x 2½-in. front drums and 17¼ x 4-in. rear; all drums are cast of alloy iron. Westinghouse air brakes are available as optional equipment at extra cost.

The clutch is the 13-in. single-plate type, and the Clark 270v 5-speed gearset is standard, with the

Model 270vO over-drive available as optional equipment.

The standard rear axle is the Timken bevel 58300. The 2-speed A5-18000 and the dual reduction 72300 are available at extra cost. Standard tires are 8.25-20-in. with duals rear, on spoke wheels. Larger tires can be supplied to 9.75-20-in. Budd disc wheels are also available.

Chassis weight without cab is approximately 7,000 lbs.—somewhat higher in the longer wheelbases or with extra large tires or other heavier optional equipment. Wheelbases provide for bodies from 8 to 20 ft. in length, and standard equipment includes a large 45-gal. fuel tank under step-board shield. Hotchkiss drive is standard with radius rods available as optional equipment.

Model 702 also available for tractor-trailer service.

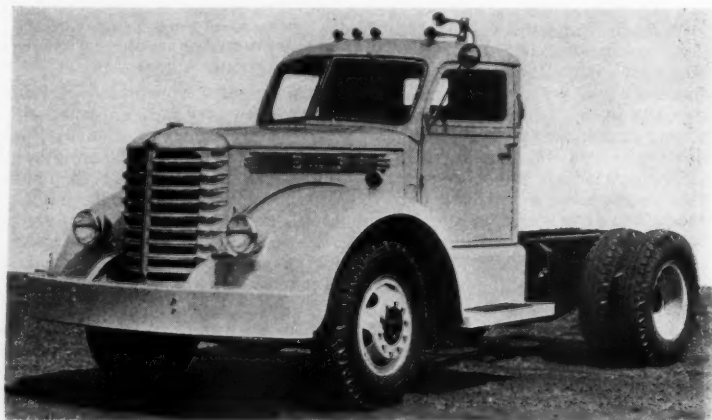
Reo Announces 1941 Line

Featured as part of Reo's 1941 line of "Moreload" trucks are 2 heavy-duty chassis powered by Reo's high torque Gold Crown 7-bearing 310-in. engine, which develops 234 ft. lbs. at 800 r.p.m. These models have gross tractor ratings of 35,000 to 40,000 lbs. and are engineered to meet unusual requirements of power and stamina.

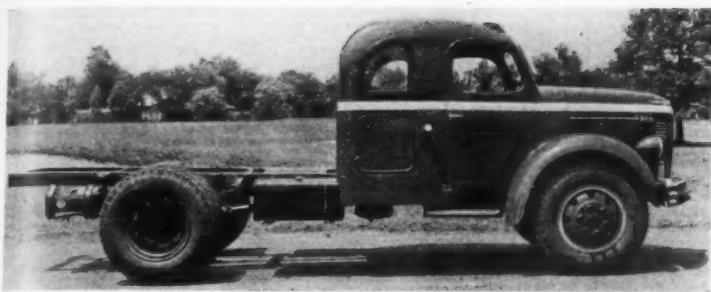
The gearset is 4-speed with helical countershaft drive. An auxiliary over and under-drive gearset provides extra power and speed as conditions demand. Chassis frame side rails are 9 by 3 by ¼ and 9¼ by 31/16 by 5/16 in., with reinforcing plates, 9 by ¾ in.

Responding to the growing trend toward large engines for high-speed, long-haul tractor-trailer operation, a new model, powered by a 404-cu.-in. gasoline engine, has been developed.

Corresponding to this powerful engine is an exceptionally large radiator to provide extra cooling,



The new Diamond T 2½-ton model 702 is equipped with a deluxe cab



Comfortable and roomy sleeper cabs are available on Reo chassis.

a 13-in. clutch, special heavy-duty high-speed over-drive gearset exceptionally sturdy tubular drive-shaft, with units throughout to sustain the type of performance assured by a powerplant which develops 106 h.p. at 2,600 r.p.m. Another heavy-duty model, equipped with a 517-cu. in. engine, will shortly be announced.

Reo design, according to the manufacturer, is particularly advantageous in the operation of these heavy-duty models. The specially designed front axle and shorter wheelbase provide reduced turning radius, adapted to heavy hauling which demands exceptional maneuverability.

Positive vehicle control is provided by powerful internal hydraulic brakes, with extra large braking area, and alloy iron drums. All Reo models, from the heavy-duty 2½-tonner and up, are available with full Westinghouse air brakes.

Other features claimed for these models are: An increase of 18 to 20 in. in loading space on shorter wheelbases; engine fully rubber-mounted, reducing vibration and noise; heavy-duty, full-floating, double-reduction rear axle, with extra heavy shafts and bearings;

and drop-forged spokesteel wheels with integral rims, assuring tires running true with wheels, and prolonging tire life.

New Kingham Zephyr for 1941

The Kingham Trailer Co., Inc., Louisville, Ky., has recently presented a completely new light weight trailer to the trucking industry known as the "Kingham Zephyr." This 1941 model was designed by C. H. Kingham, president of the company.

This light weight unit features smooth panel construction and triple rub rails on each side, one at the bottom, center and top of the body. High tensile steel stakes, in addition to the high tensile bottom side rails, as well as cross sills, add great strength to this unit. Steel roof bows and steel trim channels with double-lapped roof, insure added strength with no leakage at this point. The pullman type rolled roof allows maximum loading height without seriously affecting the overall height. All-steel construction, which has been consistently used in Kingham bodies for the past 9 yrs., is still maintained in the construction used

today. The standard inside width of the body is 90 in. between plywood lining. The height at the side panel is 7 ft. in whatever length is desired by the customer.

A new frame with side members extending the full length of the body using a high tensile steel X-brace instead of the usual cross members in the middle, and the sub-frame made almost entirely of high tensile steel, form an ideal base for the body. The upper 5th wheel plate is also of high tensile steel and is reinforced with a flanged V-brace.

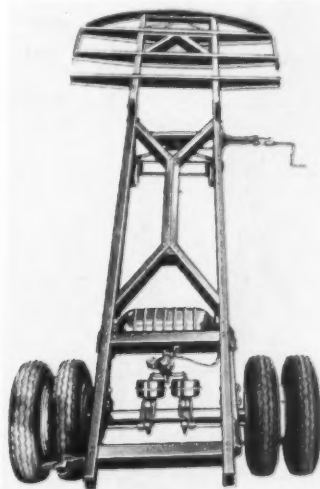
A modern streamlined screw support with compounded gears for lifting heavy loads adds potency to the unit. All gears and shafts are mounted in needle and roller bearings.

The improved heavy duty mountain type brake has full "S-type" cams, rollers provided in shoes, and anti-friction bearings all of which increase mechanical efficiency. Tapered brake linings to provide additional thickness at the point of greatest wear are a feature. All bearing points are completely enclosed for retaining lubricants. Brakes are of the ventilated-type for dissipating heat and for extra heavy duty service. Truss type shoes made of alloy castings with straddle mountings at brake anchors insure permanent alignment.

The improved and wider spring hangers, mounted directly under the center of the frame web, guarantee a more even load distribution on the frame of the trailer. Long heavy duty, flat-end, progressive type springs are sealed in rubber mountings which eliminate excessive wear. They require no greasing. Adjustable rubber bushed radius rods provide proper axle alignment at all times.



Side view of new Kingham Zephyr trailer, featuring light weight.



New Kingham Zephyr chassis.

Blackboard messages to the drivers, set up in a prominent place in the garage, maintain real interest in safe driving practice.

Impatience Of Pedestrians Be
At Intersections Ready
The One Big Cause For
Of Fatal Accidents Surprise



There's Profit in

A New Plan of Driving Safety for

SOMEONE in the United States is killed by a truck or automobile every 15 minutes; someone is injured every half minute. The cost of these automobile accidents last year was \$1,500,000,000. The cost of automobile insurance was nearly \$600,000,000, nearly half of this sum being paid as insurance on trucks. While only 14 per cent of all motor vehicles are trucks, nearly 20 per cent of all motor vehicles involved in accidents are trucks, and approximately 43 per cent of all automobile insurance is taken out on trucks.

What do these figures mean to the individual employer or executive who owns or operates a fleet of commercial vehicles? First of all, they mean high insurance rates—often as much as 400 per cent higher than the average rates for private passenger cars. These already high rates may be further increased as much as 50 per cent if your trucks have had more than the average number of accidents. But high accident rates mean more than just high insurance premiums: they cost you money in terms of increased operating costs—truck repairs, doctors' bills, and damaged goods. They cost you money in terms of loss of good-will, decreased efficiency, perhaps the loss of bonuses for prompt deliveries, or the added costs of penalties due to late deliveries. Traffic accidents are expensive; their reduction can save you money—lots of it.

It is possible to reduce the num-

ber and cost of motor vehicle accidents as much as 80 per cent. The methods described in the following will enable the operator of any type of commercial fleet to reduce accidents with a minimum expenditure of time and money. The methods and materials to be described in this article are exactly those which I have used successfully in directing the accident prevention campaigns of more than 60 commercial fleets operating under the most diverse conditions possible in the United States.

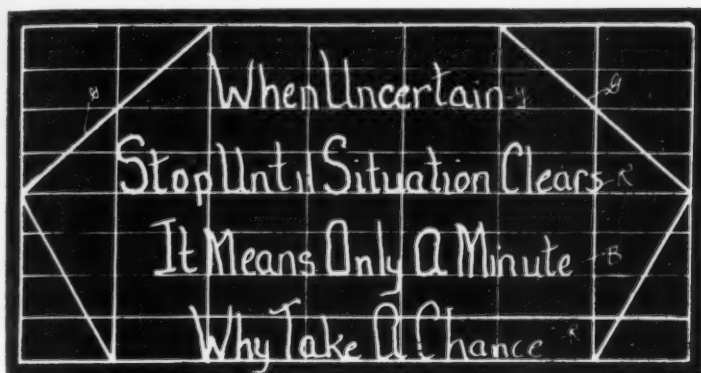
Easy to Use

Carefully planned, especially for persons not experienced in safety work, the instructions which follow can be executed efficiently and successfully by any intelligent transportation manager or his assistant. *Accidents can be reduced, and you can reduce them.*

And now, a word about the fundamentals upon which these safety methods are based.

First, the best available statistics show that the great majority of motor vehicle accidents are caused by mental failures on the part of drivers—not by mechanical defects or road defects. In 1939, more than 90 per cent of all accidents involving motor vehicles were due to some form of mental failure. Therefore, *mental failure* is the point to be emphasized in all traffic safety work.

Second, to impress drivers with the seriousness of mental failures and the methods necessary to overcome them, FACTS—not slogans—



in Accident Prevention

for Commercial Vehicle Operators* . .

must be presented, facts that the drivers will understand and appreciate. Telling a driver to "Be Careful" won't do much good. Giving him the facts—putting your finger on the particular mental failure and telling the driver how to overcome that particular failure—will help prevent accidents. Important facts must be repeated often, because the principal factors in all accident hazards are the same. A new technique of talking is necessary, first, to convince commercial vehicle drivers that accidents can be prevented, and second, to tell them, in language they will understand, just *how* accidents can be prevented.

Third, mere talking, however, is not enough. To maintain constantly the alertness which the talks seek to stimulate in the drivers, some form of visual reminder must be used. Weekly bulletin board messages chalked up on a blackboard have been found very effective for this purpose.

Here then is the plan of action—a plan by means of which the author has reduced accidents and accident costs 40 to 80 per cent in every one of the fleets in which it was used.

First of all, to supply the drivers with the information necessary to avoid traffic hazards, a monthly meeting of all the drivers in the company should be held. At this meeting, the transportation manager or one of the other executives of the company, should present the facts regarding the real causes of accidents, with special emphasis on

the mental failures which are responsible for 90 per cent of all automobile accidents. The outline of the 6 principal mental failures given in the following paragraphs will suggest some of the points to be presented. At the conclusion of the talk, or interjected during the talk, there should be a discussion of the accident experience of the drivers during the past month; and in each case the executive should point out how the accidents could have been avoided. The executives of a company must give the safety campaign their active and wholehearted support if the drivers are to take it seriously. The interest of the drivers in safety never exceeds the interest of their employer.

Blackboard Technique

Of equal importance with the monthly talks which inform the drivers are weekly bulletin board messages which sustain the drivers' interest. A blackboard for these messages should be set up in at least one conspicuous place in the garage, preferably next to the time clock, where it can be readily seen by every driver, every day. A board 2 by 4 ft. has been found to be a convenient size. If there is no blackboard readily available, a satisfactory one can be made easily and inexpensively from plywood or fibre board, painted with 2 coats of

flat, black paint. Light guide lines should be drawn on the blackboard to facilitate transcribing the messages from the accompanying illustrations. These lines should be drawn, as shown in the illustrations, so as to make 8 spaces vertically and 7 spaces horizontally. With the aid of these guide lines, the simple lettering and designs can be easily transcribed by any clerk or office worker. The hand of a skilled artist is not necessary. In copying the messages, four bright colors of lecturers' chalk should be used. The colors are indicated by the letters in the designs: R—red, B—blue, Y—yellow, and G—green. Each message should illustrate points made in the talks at the meetings, with constant emphasis on mental failures as the chief cause of accidents. I have found that the messages on the blackboard have an appeal to the driver that no printed poster can have, because they represent a direct message from the executive to his men—not from some outside source.

The reason we still have so many
(Continued on page 63)

By C. W. PRICE

Formerly General Manager,
National Safety Council

THE AUTHOR

THIS article is the result of Charles W. Price's 30 yrs. of experience in the field of accident prevention as:

General Manager and one of the founders of the National Safety Council.

Safety director of all United States Arsenals and Navy Yards during the World War.

Director of public safety campaigns in St. Louis, Rochester, Cleveland, San Francisco, Boston, Detroit, Washington, New York, and other cities.

Consulting safety engineer for more than 60 companies including heavy trucking, delivery, and bus companies all over the country.

Lecturer on traffic safety at New York University.

Administrator of the first State Safety Code to be established in the United States, as assistant industrial commissioner of the State of Wisconsin.

* A second and concluding article will be published in the November issue. In this article, Mr. Price stresses on "hurry" as being a major cause of accidents. Permission to reprint these articles will be given regular readers of *D and W*.

LOST: *One New York Bill*..

THE New York State Assembly Bill, No. 147, which was introduced in the last session of the New York State Assembly by William J. A. Glancy, sought to create a temporary State commission to determine the proper professional standards for the practice of traffic manager and certified freight clerk, and to make an appropriation for the expense of such a commission.

Although this bill failed to find a way out of the Ways and Means Committee, its presentation brought to light the conflicting opinions and apathy of traffic managers, and the lack of knowledge on the part of shippers of the benefits of expert transportation management.

The shippers may rightly be excused but traffic managers are to be blamed, because they have an excuse. The former are not acquainted with the benefits of traffic management, because traffic managers have failed to make these benefits known.

One of the objections to the New York Bill found in a report of a shippers' association of New York City, states: "A very practical objection seems to be that no demand has been heard from employers of traffic managers or freight rate clerks for any such legislation."

How can there be a demand for legislation seeking to professionalize traffic management in New York State when there is no demand for traffic managers. The professional bureau of the New York State Re-employment Service made a survey of the traffic field and could not secure a position for any traffic man registered upon its rolls. Surely, for a profession that is widely advertised as not overcrowded, this is truly a remarkable situation.

How can there be a demand for such legislation of traffic managers, when a National Professional Agency considers traffic management a trade and, therefore, does not accept listing of traffic managers. This information was received by the writer when he attempted to ascertain if there was an agency to whom he could direct traffic managers who, in error, considered him an employment agent or possessed of information of positions open.

By F. A. KEELING

This statement is not made boastfully. To read of the troubles, trials and the sorrows of traffic managers out of work, while thousands of dollars are lost by firms needing traffic managers, causes sincere compassion and solicitude for the members of a profession of whom a correspondent from New York City has well said: "Haven't sense enough to know that you have to raise or make a demand where there is none, and that there never was a demand for something or anything that the public can't tell the good from the bad, real from the unreal, or true from the false."

The program for traffic managers to adopt is the same as that which was adopted by other once unknown vocations. "Chiropractic, osteopathy, and optometry were once plas-

tered with wise-cracks," said a member of one of these professions, "but not so today. We moved from the unknown with no demand, to the known and demanded by the way of advertising, education, and legislation. Legislation and education are the twin protectors of any profession. A profession is justified by education; it is protected by legislation, and its benefits are made known by propagation and advertising."

A C.P.A., to whom the objection regarding no demand for legislation was submitted with a request for comments, has the following answer: "It shows the lack of the spirit of professional men. We did not wait for business men to demand, nor for the State to impose regulation upon our profession. We proposed it because we believed we had benefits that only real practitioners can give. We wanted the public to obtain these benefits. Therefore, we made it possible for the public to know what these benefits are, and who are able to give them."

From the foregoing citations, it can readily be seen why there is at present, no demand for traffic managers even though a nationwide survey by a Government agency found that, "No concern is believed exempt from the need of traffic management, solely on account of its size."

"Traffic management is a phase of business management considered necessary to the successful operation of practically all business enterprises, just as accounting, financing, and selling. Traffic departments under efficient management return a profit of over 300 per cent to the company, which more than justifies its cost of maintenance."

"Why don't you fellows get together and make the benefits of traffic management known?," asked a business executive who lately found that traffic management is really not an overhead expense. If New York traffic managers had done this years ago, no doubt the State Re-employment Bureau could now find positions for unemployed traffic managers.

However, before telling business executives about the benefits offered by expert traffic management, it may be well to consider

This article by Mr. Keeling is one of many contributed by him since September, 1938, when a campaign by D and W was started to revive interest in the formation of a National Institute of Traffic Management.

D and W takes pride in the strides made so far. Councils have been formed in the various States. Legislation has been enacted and, all in all, it is confidently felt that bright days are ahead for those whose hopes are based on a desire that traffic management, as a profession, will be considered with the same esteem as other professions, well-organized and made remunerative.

Last Seen in Ways and Means Committee

the advice of the owner of a motor transportation company, when in answer to a questionnaire, which the writer also sent to business executives and executives of motor transport companies in all sections of the United States and Canada, he advised the traffic fraternity not to toot their horns about the benefits of traffic management, until something had been done to separate the sheep from the goats or the true from the false.

The following statement will show that the voice of experience is speaking: "What were needed, yes, greatly needed, in 1935, were more real rate clerks and traffic managers. There was an ample supply of so-called expert rate men and self-conferred T.M.'s, but the process of elimination in order to find the real article, proved costly to small operators and large companies, too. You are to be commended in your earnest endeavor to place traffic management in the same class as the legally-recognized professions. In the year 1935, had I needed the services of a C.P.A., the telephone directory would have given me the information needed, but advertisements in the daily papers for rate clerks and traffic managers made it necessary for me to confer with second-rate shipping clerks, former freight solicitors, and plain crooks. One of these crooks nearly ruined my business in a Southern city, but thanks to good luck, I now have a manager who knows more about this business than I do. He was formerly a traffic manager for a Western company, but the depression got him."

That this executive no longer trusts good luck to supply real traffic managers, is evident from the fact that an applicant for a position, who stated that he was a traffic manager, was informed that the title "traffic manager" doesn't mean anything, therefore, he, too, had to go back to school, that is, take the course offered by the company. For further details about this executive's experience, see the article "True and False Traffic Managers" in the October, 1939, issue of *DandW*. Therein, will be found other experience stories taken from letters received in answer to the writer's questionnaire.



Perennial Puzzle: Why do Traffic Managers wish to hide their light under a bushel? Answer: Unknown.

The statement that the members of the traffic fraternity should not toot their horns about the benefits of traffic management, until something has been done to separate the sheep from the goats, deserves an examination. The following comparisons illustrate what I mean:

No. 1 Traffic Manager True He Can

1. Save thousands of dollars for his firm, enlarge sales territory.
2. Prepare and file briefs for traffic cases.
3. Analyze and compare tariffs, rates, and services.
4. Audit transportation bills and transportation items on invoices.
5. Keep executives informed of current traffic changes and developments.
6. Maintain up-to-date tariff files.
7. His position requires principally mental rather than manual labor and skill for its successful prosecution.

No. 2 Traffic Manager False He Can't

- Nine chances out of ten he is losing both.
- He can't.
- He can't read a tariff.
- He can't; therefore, hidden dollars may be in a wooden box.
- He doesn't know about these.
- He has only a parcel post guide and express guide.
- His position requires a strong back, manual labor rather than mental for its successful prosecution.

True, the above is the high and low, but in a traffic club membership directory before me, there is no line of demarcation between the 2 and it must be admitted that there is no law in the land to keep No. 2 from calling himself a traffic manager, nor his employer conferring upon him the honorary degree of glorified traffic manager.

What is the cure, the remedy for the present abnormal condition of traffic management? The raising of professional standards. This is what the New York State Assembly Bill No. 147 sought to do, for the bill before me reads as follows:

AN ACT

"To create a temporary State commission to determine the proper professional standards for the practice of traffic manager and certified freight clerk, and making an appropriation, for the expense of such commission."

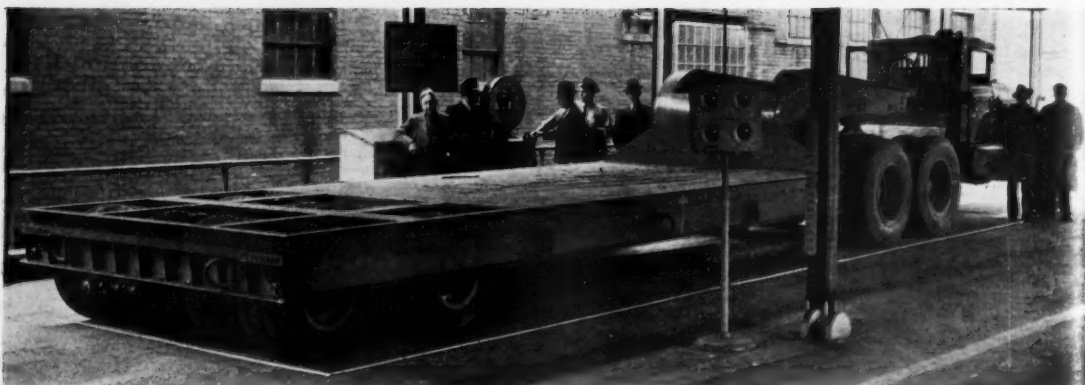
This raising of a standard for measuring the efficiency of traffic managers was also recommended

by the Secretary of Commerce in the 1928 annual report; see pages 23 and 24 of the Industrial Traffic Management Domestic Commerce Series. On page 24 will also be found 5 reasons for establishing such standards.

However, as in 1928, so in 1940. Instead of immediate action on the part of traffic managers to supply the missing link that would make their profession a real one, they raised the cry.

1. School propaganda.
2. A money-raising scheme.
3. Placing traffic managers under Government control.

(Continued on page 91)



This scale, of Toledo design, is capable of handling the largest trucks and trailers.

Vehicle Scales Advantages may Outweigh the Investment . . .

SINCE Oct. 23, 1939, van operators, under requirements of the I.C.C. have been basing their charges on interstate movement of household goods on the actual weight of the shipment. The drivers of these vans have had available various compilations that list the locations of weighing scales, either located in the town where the loads are taken on, or, as too frequently happens, in a city, quite remote from the loading place. These scales, for the most part, are owned by coal, lumber, ice and similar companies, and as a result, the van driver is frequently delayed in taking his turn on the scales. Charges range from 25 cents to \$1; in some instances the rate is based on 5 up to 10 cents per ton.

According to tests conducted by National Bureau of Standards, a report of which was presented June, 1939, to the 29th National Conference on Weights and Measures, 4 out of 5 of the vehicle scales tested were inaccurate. The average percentage error—that is, the mean of the individual maximum percentage errors developed—was more than $6\frac{1}{2}$ times the basic tolerance of .20 per cent. The highest percentage of scales found inaccurate was in the scrap material group, with more than 9 out of 10 scales inaccurate. The building-materials group—handling stone, sand, and gravel—was almost as bad as the scrap material group. It would appear, according to this report, that dealers in these com-

modities, care less about accurate weights than dealers in other commodities.

Now Installing

Some van operators, particularly those in the Metropolitan areas, have had to overcome the difficulties of weighing scale inaccessibility and accuracy by installing their own equipment, which though a heavy investment, is considered a real asset for the following reasons:

1—Relations with customers are on a better basis when loads are weighed immediately and the charges known before the truck departs for its destination.

2—A modern scale, built for truck weighing, is accurate, and consequently a bigger income producer than one which, because of inaccuracy, understates the payload.

3—Scale accuracy obtains income from out-of-town van and other classes of operators, whose trucks must be weighed. One warehouseman figures his income from this source as amounting to as high as \$100 per month.

4—Warehouses possessing weighing scales can use them on Saturdays when coal and other companies, particularly in the Metropolitan areas, are closed down, either for half the day or the whole day, as in July and August.

For those contemplating weighing scale installation, careful consideration should be given not only

(Continued on page 76)



This Howe scale is amply large enough to handle the extremes in van lengths. Scales of this type are being installed by warehouses in the household goods field because of a vital need for saving time, as well as more accurate weighing.

WATERWAYS AND TERMINALS

Largest Shipment of Brazil Nuts

The largest shipment of Brazil nuts ever imported into the United States, some 960 tons, arrived at Los Angeles Harbor aboard the freighter Independent Hall from Para, Brazil, on Sept. 8. Half the consignment was taken off at Los Angeles Harbor, with the balance to be distributed at other Pacific Coast ports.—Herr.

San Francisco Surveys Indicate Lack of Shipside Storage

Within 10 yrs. 3 exhaustive surveys of the conditions existing at San Francisco have been made by reputable authorities, all tending to indicate that San Francisco fails to provide itself with adequate facilities for the warehousing of goods at the shipside.

These surveys have pointed out that the only shipside warehouses available fail to provide enough space to take care of the large demands made upon them for accommodation. As a result, shipping men stress the point that much business which would normally come to this port has been diverted to other sources.

The records show that from 1930 to 1940, studies of the port's conditions were made by the Pacific Agricultural Foundation, Ltd., another by the Junior Chamber of Commerce, and a third by Henry F. Grady, Assistant Secretary of State, at a time when he was dean of commerce at the University of California.

Mr. Grady in his findings said that while other Pacific Coast and bay ports had acquired a satisfactory number of modern, commodious wharves, upper decks for the temporary storage of merchandise, shipside warehouses and many facilities for the handling and storage of certain lines of cargo, San Francisco "assuming there is an interest in its harbor other than that shown by persons impelled by no other motive than gain, has been legally incompetent to express the spirit in the construction of docks and warehouses."

The Junior Chamber of Commerce in its report, rendered when it initiated Harbor Day, reported much the same kind of conditions as prevailing, all calculated to place the port under a handicap in competing, it was said, for its fair share of foreign and domestic business.

The Pacific Agricultural Foundation made its report under the heading of "Port of Lost Commerce." It claimed that due to the lack of adequate warehouse conditions only recently, it had lost many tons of cargo annually.

Shipping men, aroused at last to the real facts, are asking why some definite remedial action has not been taken. They promise to bring the matter in due course before the San Francisco Chamber of Commerce with a view to seeing if some action cannot be agreed on aiming to bring the port up to date in the matter of shipside warehousing facilities.

Amar Heads American Port Group

Eloi J. Amar, port manager of Long Beach, Cal., and former head of the Los Angeles Board of Harbor Commissioners, was elected as 1940-41 president of the American Assn. of Port Authorities at the 29th annual convention held at Long Beach, Sept. 10 to 15.

John N. Wilson, Toronto, Can., was elected first vice-president; C. U. Smith, Milwaukee, Wis., second vice-

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president; Marc H. Gates, San Francisco, third vice-president. Tiley S. McChesney, New Orleans, was re-elected secretary-treasurer. The convention named George S. Nicholson, Los Angeles, to the board of directors, replacing Gates. Miami and Hollywood, Fla., were named as joint hosts of the 1941 convention.

J. Alexander Crothers, Camden, N. J., presided. A resolution was passed opposing the Nye bill, which
(Continued on page 102)

Personnel

Colonel Walter E. Hegeman, New York warehouseman, and a World War veteran, is in command of the 4th Regiment of the State Guard which will serve Long Island.

Walter A. Kelso, son of the late James L. Kelso, has become president of the J. L. Kelso Co., Boston warehouse.

J. N. G. Siddons, traffic manager of the Brunswick-Balke-Collender Co., Chicago, is now located at Muskegon, Mich.

Doughnut Corp. of America has announced the following appointments: R. H. Spencer, assistant general traffic manager, Ellicott City, Md.; W. J. King, division traffic manager, Chicago; and G. M. Conner, division traffic manager, Ellicott City.

Keeshin Motor Express Co., Chicago, has announced the following appointments: C. E. Donaldson, manager, and J. H. Longenecker, assistant manager, in charge of traffic and operations in the Chicago area; and T. J. Meenan, general agent, traffic department.

A. E. Hueneryager has been appointed traffic manager of the Webber Cartage Co. His headquarters are at Waukegan, Ill. He was formerly chief of the tariff bureau of the New York Central Lines at Cleveland. He also was chief clerk to the freight traffic manager of that railroad. For the past 20 yrs., he has been engaged in industrial traffic management.

R. A. Stiegler, formerly executive general agent of the Board of Commissioners of the Port of New Orleans, has become a traffic consultant, with offices at 323 Magazine St., New Orleans. He will also engage in barge and tugboat chartering.

Louisiana State Warehouse Commission, newly formed, at its first meeting, Sept. 4, elected G. K. Cutrer chairman, and Wilfred Begnaud secretary. Within a short time, the Commission will announce rules and regulations for operation of bonded and licensed warehouses.—Leigh.

Robert Renner, Fidelity Van and Storage Co., Los Angeles, was elected president of the United Van and Storage Assn. at its annual convention in Los Angeles. Over 150 attended. Other officers elected are as follows: vice-president, Frank Brown, Golden Rule Transfer Co., Los Angeles; secretary, Harold Squier, Pioneer Transfer Co., Culver City; and treasurer, Carl Lind, Washington Van and Storage Co., Los Angeles. The association reclassified its membership so as to include operators in allied industries as associate members, and changed the tenure of members of the board of directors from one to 2 yrs.—Gidlow.

E. J. Vohs, of the Great Lakes Transit Corp., has been nominated president of the Metropolitan Traffic Assn., New York City. Election will occur Oct. 10. Mr. Vohs replaces J. A. Green, of the American Potash & Chemical Co. Other officers nominated are as follows: first vice-president, O. Olsen, Philip Morris & Co., Ltd.; second vice-president, M. G. Spang, Lehigh Valley Railroad; treasurer, V. P. Golden, Union Bag & Paper Corp.; secretary, John Bowie, McLellan Stores Co., and financial secretary, Paul Pandolfi, Acme Fast Freight.

T. A. L. Loretz has been made secretary-treasurer of the Interstate Freight Carriers Conference, Inc., Los Angeles, succeeding David Shearer, who resigned re-

cently to become executive secretary of Trucking Industry, Inc.—Herr.

D. J. Whitman has resigned from the staff of the American Storage Co., Los Angeles, to become district sales manager of the National Van Lines.—Herr.

Frank P. Wagner, general agent of the Chicago Great Western Railroad in Los Angeles, has become traffic manager, with headquarters in Chicago. Louis J. Smith, Jr., has succeeded him in Los Angeles.—Herr.

J. William Middendorf, Jr., Baltimore investment banker, has been elected a member of the board of directors of Tampa Union Terminals, Inc., Tampa, Fla. He will succeed Charles B. Gillet, also a Baltimore investment banker, resigned.—Ignace.

Dr. Pennington Receives Garvan Medal Award

The American Chemical Society at its annual meeting in Detroit, Sept. 9, awarded the Francis P. Garvan gold medal to Dr. Mary E. Pennington, New York, for distinguished service in the field of perishable food refrigeration.

Dr. Pennington has published papers since 1896, during what the jury of award described as a "unique career as teacher, director of research and consultant." She is one of the first 12 women to join the society, of which she has been a member for 46 yrs. From 1908 to 1919 she served as chief of the Philadelphia Food Research Laboratory of Chemistry and Bacteriology of the Bureau of Chemistry, United States Department of Agriculture.

Gibbs Joins Resort World

George W. Gibbs, formerly Eastern manager of *Traffic World* and more recently connected with *DandW* in a special survey capacity, has joined *Resort World* as advertising manager, effective Sept. 16th.

His office is located at 123 William St., New York City.

Alonzo L. Delcher

ALONZO L. DELCHER, president of the Belt's Wharf Warehouse, Inc., Baltimore, Md., died Sept. 15. He was 67 and has been connected with the warehouse business for many years. Mr. Delcher is survived by his wife, a sister and two brothers.

T. A. Adams

T. ALBEUS ADAMS, formerly president and chairman of the board of directors of the Manhattan Refrigerating Co., New York City; the Union Terminal Cold Storage Co., Jersey City, N. J.; and the Kings County Refrigerating Co., Brooklyn, died Sept. 14 at his home in Montclair, N. J., after an illness of a little over one year. Mr. Adams was 76.

He was chairman of the New Jersey commission which negotiated with New York on construction of the Holland Tunnel. During the World War, he was a leader in campaigns for the construction of the tunnel under the Hudson River to connect New Jersey and New York City. He obtained the support of several New Jersey counties and when New York and New Jersey named commissions, he served as chairman of the New Jersey Interstate Bridge and Tunnel Commission, which handled the matter for New Jersey. Mr. Adams was also active in plans for the erection of the Camden-Philadelphia suspension bridge, serving on the committee that erected it.

(Continued on page 95)

..... THE PARADE OF

New Products

WELLESLEY Soap & Chemical Co., Newton Lower Falls, Mass., of which the Charm Products Co. maker and distributor of Charm shampoo, is a subsidiary, has planned an extensive advertising campaign. The Wellesley company also makes automotive cleaning compounds.

Garden Products, Inc., Chicago, manufacturer of Veg-Ade, a new vegetable juice cocktail, is introducing it throughout the East through the National Distributors Co., New York City.

Universal Atlas Cement Co., 135 East 42nd St., New York, plans expansion and improvements in branch mill at Hudson, N. Y., including equipment. Cost close to \$125,000 with machinery.

Berst-Forster-Dixfield Co., 155 East 44th St., New York, tissue and other paper stocks, waxed and processed paper, has let contract for 2-story addition to mill at Plattsburg N. Y.

Bakelite Corp., 247 Park Ave., New York, plastic products, has let general contract for 2-story addition to branch plant at Bound Brook, N. J. Cost close to \$100,000 with equipment.

Carter Products, Inc., 300 Communipaw Ave., Jersey City, N. J., drug and pharmaceutical products, has engaged architect and engineer to prepare plans for a new one-story plant about 100,000 sq. ft. floorspace, on 18-acre tract in North Brunswick Township, N. J., recently purchased. Cost about \$500,000.

Orford Soap Co., Manchester, Conn., subsidiary of Bon Ami Co., 17 Battery Place, New York, has let general contract for new one-story manufacturing unit, and 3-story storage and distributing building. Cost about \$100,000 with equipment.

Wadsworth, Howland & Co., Inc., Green St., Malden, Mass., paints, varnishes, oils, etc., plans 4-story and basement addition and improvements in present plant.

Buckeye Cotton Oil Co., Memphis, Tenn., has approved plan for one-story addition for storage and distribution.

H. Leff Electric Co., 5123 Woodland Ave., Cleveland, electrical products, has let general contract for 2-story and basement addition for expansion in production division, storage and distribution.

Vulcan Rail & Construction Co., Maspeth, L. I., N. Y., architectural and ornamental iron products, has let contract for extensions and improvements in 2-story plant.

Fisher Body Division, General Motors Corp., Tarrytown, N. Y., has approved plans for expansion and improvements in local plant, including installation of new conveyor system and other facilities.

Dow & Co., Inc., Court & Wilkeson Sts., Buffalo, road and highway equipment, plans one-story addition for storage and distribution.

Harrison Radiator Corp., Division of General Motors Corp., Lockport, N. Y., automobile radiators, has let contract for one-story addition with 2-story section. Structure will be equipped for copper processing, storage, distribution and other service. Cost about \$175,000 with equipment.

Newport News Shipbuilding & Dry Dock Co., Newport News, Va., has asked bids on general contract for new shipway and shops, designed for construction of aircraft carriers for Federal Government. Cost close to \$1,000,000.

George S. Gano Grain Co., Wiley Bldg., Hutchinson, Kans., has let contract for series of 16 new tanks, each 24 ft. diameter and 100 ft. high at mill.

Marchant Calculating Machine Co., Powell & Landregan Sts., Oakland, Cal., calculating and other office machines, parts, etc., has approved plans for expansion, including installation of new machinery for parts production and assembling divisions.

Continental Can Co., 100 East 42nd St., New York, has let general contract for 4-story and basement addition to branch plant at Chicago. Cost over \$200,000 with equipment. Chicago offices are at 111 West Washington St.

Joseph T. Ryerson & Son, Inc., 203 Westside Ave., Jersey City, N. J., iron and steel products, has let contract for one-story addition for storage and distribution. Main offices are at Chicago.

Lawrence Engineering & Research Corp., Vreeland Mills Road, Linden, N. J., aircraft engines and parts, has let general contract for one-story addition for production of light-type airplane engine, including parts, manufacture and assembling. Cost about \$60,000 with equipment.

Delaware Alloy Steel Co., 2300 East Tioga St., Philadelphia, has let general contract for one-story addition.

Pennsylvania Tool & Mfg. Co., Hartman St., York, Pa., has let contract for one-story addition.

E. I. du Pont de Nemours & Co., R. & H. Chemicals Division, Buffalo Ave., Niagara Falls, N. Y., has asked bids on general contract for 3-story and basement addition.

Neepawa Salt, Ltd., an interest of Canadian Industries, Ltd., 372 Bay St., Toronto, plans new salt-mining and refining plant at Neepawa, Man., with machine-shop, power station and other structures. Cost about \$350,000 with equipment.

Norma-Hoffmann Bearings Corp., Stamford, Conn., ball and roller bearings, has let contract for one-story addition, including new boilerhouse.

Springfield Bronze & Aluminum Co., Page Blvd., Springfield, Mass., is having plans revised for a foundry addition.

Factories ON THE MOVE

I E. WATERMAN CO., fountain pen manufacturer, will bring its factory from Newark, N. J., to New York City some time after Jan. 1, 1941. About 400 employees will move back to New York. The N. Y. factory will be located in an 8-story building at 344 Hudson St. The Newark plant on Thomas Street has been sold to a realty company and will be occupied by the Margon Corp., manufacturer of dolls' eyes, and the Conmar Products Corp., manufacturers of zipper fasteners, both of Bayonne, N. J. These 2 companies employ about 1500.

The reason for the Waterman move was a desire to consolidate the business. The firm had maintained sales offices at 55 Broadway, while operating in Newark. The company moved from New York to Newark 20 yrs. ago. At that time, its plant was located at Front and Fletcher Streets.

John A. Roebling's Sons Co., South Broad St., Trenton, N. J., wire rope, cable, etc., has approved plans for one-story factory branch, storage and distributing plant at 6210 Navigation Blvd., Houston, Tex., superstructure to begin at once.

Apex Machine & Tool Co., 501 East 3rd St., Dayton, Ohio, universal joints, socket wrenches and other tools, has let contract for new one-story plant, about 23,000 sq.ft. of floorspace, on South Patterson Blvd.

S. E. Hokin & Co., 3333 West 48th Place, Chicago, steel products, plans new one-story plant at Kildare Ave. & 45th St.

Charles Pfizer & Co., Inc., 81 Maiden Lane, New York, industrial and other chemicals, has let contract for new 4-story and basement storage and distributing building at Flushing and Tompkins Aves., Brooklyn, to be used in conjunction with local plant at 11 Bartlett St. Cost close to \$275,000.

Ericsson Screw Machine Products Co., Inc., 25 Lafayette St., Brooklyn, N. Y., plans new one-story plant at Boston Post Road and Richards Ave., Norwalk, Conn. Cost close to \$75,000.

Curtis-Wright Propeller Division, Clifton, N. J., airplane propellers, a unit of Curtis-Wright Corp., 30 Rockefeller Plaza, New York, has let contract for new one-story plant at Caldwell, N. J., with one-story powerhouse and administration building. Cost over \$500,000.

Pratt & Whitney Aircraft Division, United Aircraft Corp., East Hartford, Conn., airplane engines and parts, has let contract for 2 one-story additions, to be equipped as engine test houses. Cost close to \$90,000 with equipment. This is part of expansion now under way at plant; entire project to cost about \$8,000,000.

Westinghouse Electric & Mfg. Co., East Pittsburgh, has engaged architect to prepare plans for new factory branch, storage and distributing plant on Forrest Ave., near Barnett St., N. E., Atlanta, comprising several one-story structures with office building. Cost over \$500,000.

Monsanto Chemical Co., 1700 So. 2nd St., St. Louis, industrial and other chemical products, has acquired tract of about 175 acres of land at Trenton, Mich. Plant will consist of group of one and multi-story units,

equipped for production of sodium phosphate and allied chemicals, with machine shop, pumping station, powerstation and other mechanical structures. Cost reported over \$700,000.

Triangle Conduit & Cable Co., Inc., 92-27 Horace Harding Blvd., Elmhurst, L. I., N. Y., electric wires and cables, has let general contract for new one-story plant at New Brunswick, N. J.

Wright Aeronautical Corp., Paterson, N. J., plans new works near Hamilton, Ohio, for parts production and assembling, with capacity of about 1000 engines per month. Output will be largely for Federal Government and part of loan of \$92,000,000, recently secured by company from RFC, will be used for construction.

Heat Exchangers Corp., Scranton, Pa., L. J. Bourt, 329 Taylor Ave., head, organized to manufacture heating equipment, has acquired former one-story plant of Finch Mfg. Co., West Linden St., for new works.

Electric Storage Battery Co., 19th St. & Allegheny Ave., Philadelphia, will convert present branch assembling, storage and distributing plant at 129 Belmont Blvd., Kansas City, Mo., into a complete battery-manufacturing works. Present one-story building will be remodeled and one-story addition erected; also will build new loading dock, 8 ft. wide and 165 ft. long, with new power substation and other expansion. Bids are being asked on general contract. Cost close to \$250,000 with equipment.

General Electric Co., Schenectady, N. Y., has plans for new branch plant at Jackson, Miss., with main one-story unit, and adjoining smaller structures. Cost about \$750,000 with equipment.

American Valve Co., 34-11 Forty-fifth St., Long Island City, N. Y., valves and other engineering specialties, plans new one-story plant on 32nd St., near 38th Ave., for storage and distribution. Cost about \$40,000 with mechanical handling and other equipment.

International Plastic Corp., 11 W. 42nd St., New York, has leased one-story building on Ridgedale Ave., Morristown, N. J., and will improve for new plant. Company is a subsidiary of Plastic Binding Corp., 732 So. Sherman St., Chicago.

National Biscuit Co., 449 W. 14th St., New York, has asked bids on general contract for one-story factory branch, storage and distributing plant at Syracuse, N. Y. Cost over \$50,000 with equipment.

Superior-Lawrence Bag Co., Middletown, Ohio, plans removal of machinery to factories operated by another concern in Savannah, Ga., Hudson, N. Y. and Chicago. Until details are completed on removal of the company's assets to the 3 plants assuming the manufacturing rights, it is not known how many employees may be taken to the new locations.

American Cyanamid Co., 30 Rockefeller Plaza, New York, has let contract for new plant at Wallingford, Conn., where 275 acres recently was acquired, comprising

(Concluded on page 84)

Motor TRANSPORTATION

West Opposes Change in Sizes and Weights

Truck operators in the 11 Western States, and warehouse operators whose equipment includes transport lines, are concerned over a move of the I.C.C. in the direction of the establishment of a uniform scale of sizes and weights.

For a number of reasons these Western States, and California in particular, feel they might suffer by such a standardization, since decrease in sizes and weights, now in effect, might result. Three out of a scheduled 5 I.C.C. reports have already become available to the trucking industry, presenting certain factual data under the Motor Carriers' Act, which provides that the Commission shall make an investigation and decide if there appears to be a need for establishment of uniform sizes and weights. The comments, criticisms and recommendations of the industry must be in Washington by Nov. 10.

The Truck Owners' Assn. of California is engaged in the preparation of an exhibit showing why the industry needs and should retain the existing sizes and weights at present enjoyed in California. Roy B. Thompson, manager of the California organization, claims that if truck sizes and weights were reduced, costs to the shipping public would be greatly increased. "These are agricultural States," says Mr. Thompson, referring to the Western States which all are taking a similar stand with California, opposing any reduction in weights and sizes. "Agriculture must move its products by truck, at least to points of distribution or manufacture. This type of transportation, moving over great distances as in the West, faces different problems in short-distance hauling than in most of the East. We operate different types of equipment." Mr. Thompson mentions, for instance, trailers used in transporting cattle, and the types of trucks necessary to move the huge peach crops in California. "To break up this equipment, in order to conform to a standardized scale of sizes and weights, would increase congestion on the highways, increase costs to shippers, and is unnecessary," said Mr. Thompson. "The highways are adequate to handle the types of equipment in use in these States."

The shipping public is very much interested in the scheduled hearings on this matter and, on the

whole, is opposing reduction of existing weights and sizes, since this would increase costs of freight handling.

Trucking interests in the Western States will attempt to prove, at the scheduled I.C.C. hearings, the reasonableness of existing weights and sizes. "Here in the 11 Western States," says Mr. Thompson, "we have better conditions in this respect, and more uniformity, than elsewhere in the country." A number of other States have loads much less than the gross weights allowed in the 11 Western States. While California sizes and weights are higher than in some States, they are lower than in others, and truck operators believe the existing scale is a fair one. They hope to prove this to the Commission.—*Gidlow.*

Texas 600-Mile Super Highway

Governor O'Daniel has worked out plans which he will submit to the Legislature when it meets next January, for the construction of a super highway between Fort Worth and Texline, more than 600 miles. At Texline, situated on the Texas-New Mexico line, intersection would be made with a similar highway to run to Denver. Ultimately the highway would be extended to Houston, an additional 250 miles.

The proposed highway would be designed for the exclusive use of heavy commercial truck and military traffic. It would closely parallel the existing highway, and under the O'Daniel plan it would be so constructed as to bear up under the heaviest kind of military equipment.

The fact that the present truck-load limit of trucks operating in

Texas is 7,000 lbs., would make it necessary for the enactment of legislation raising the weight limit or that would authorize the issuing of special permits to heavier loaded trucks operating on the super highway, it was explained.

These permits would be sold by the State to commercial trucking companies, who would be allowed to haul loads of at least 50,000 lbs. on the heavy concrete slabs. Revenue from the permits, levied on an annual basis, would go to pay off the bonds for construction and for maintenance of the highway, Governor O'Daniel said. No estimate of the cost of the highway has been made.—*Hornaday.*

Cal. Truck Line Extends Operations

Oregon-Nevada-California Fast Freight, Inc., has been granted by the California Railroad Commission, a certificate of public convenience and necessity, thus opening up the territory from Jedding North to the Oregon-California line to common carrier motor truck service originating in San Francisco and Sacramento. This was Commission Decision 33317. Operations have already commenced.—*Gidlow.*

Honor Safety Record of Trucking

Honoring the safety program of the American Trucking Association, Inc., and the excellent safety record established on the highways by public carriers, the Board of Supervisors of Los Angeles County and the Mayor of Los Angeles have, by proclamation, designated the week of Nov. 10-16 as "No Accident Week."

The week was selected in deference to the 7th annual convention of the A.T.A. which will be held in Los Angeles, Nov. 10-14.

The proclamations were issued at request of the Rail and Water Club of Los Angeles, whose extensive traffic and safety campaign will be climaxed by the A.T.A. Truck Rodeo, which will take place in the Los Angeles Memorial Coliseum on the night of Nov. 13. This campaign was conceived as a tribute to the high standards for safety maintained by the trucking industry.

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California will be enlisted during this campaign in an effort to demonstrate to the approximately 3,500 motor carriers who will attend the convention that their lesson in safety on the highway is recognized.—Herr.

III. Insurance Rating Order Attacked

An intervening petition in the Circuit Court of Cook County has been filed by officials of the Central Motor Freight Assn., Inc., and the Illinois Intrastate Truck Operators Conference, Inc., in the case entitled: Federal Storage & Moving Co., et al, vs. Ernest Palmer, director of insurance of the State of Illinois. This case involves a petition by the Federal Storage & Moving Co., Charles E. Nolan and the Continental Casualty Co., to review a recent order by Mr. Palmer, requiring the discontinuance of the so-called "equity rating plan" for fleet automobile and truck insurance which had been in common use among bureau and non-bureau stock insurance companies.

The ruling of Palmer charged that the so-called equity or individual risk rating plan, whereby premium discounts were allowed to deserving fleet owners, was unfair and discriminatory. Opponents of the ruling claim that no authority in the Illinois insurance code was given Palmer to promulgate such an order and that the latter was contrary to Section 1 of the 14th amendment to the Constitution of the United States and to Section 2 of Article 2 of the Constitution of Illinois. It was also claimed that the order was an illegal attempt to provide a uniform rate for fleet policies, thought to be unlawfully discriminatory.

Intervention in the case by the motor truck organizations was based on the thought that Palmer's ruling would discriminate against truck operators who have, because of their safety activities, secured reduced premiums on their insurance.

Asks for Exemptions in "Safety Regulations"

Modification of the safety regulations affecting private trucks and drivers "in interstate commerce," particularly applying to smaller commercial vehicles and to operations within municipalities and surrounding commercial zones, was sought in a petition filed with the Commission by the National Council of Private Motor Truck Owners, Inc., early in September.

Characterizing certain recently prescribed "safety regulations" as useless, impracticable, complicated and inappropriate, the Council—which represents the ownership of

more than 1,500,000 private commercial vehicles employed in industry and agriculture—asked for reconsideration and reargument, particularly with reference to 7 requested modifications. They include:

1. Exemption of private trucks and drivers from all of the motor carrier safety regulations, with the exception of those regulation hours of service and qualifications of drivers, within the normal commercial zones surrounding municipalities where frequent stops on highways, adequately lighted and policed, by smaller trucks of the delivery type are the rule.

2. Exemption of private trucks, of a rated capacity of 1½-ton, from the emergency equipment requirements as to the carrying and use of fire extinguishers, spare electric bulbs, flares, fuses, etc.—equipment which, the Council contends, impose a financial burden upon operators without contributing to safety of operation and which constitute mostly an invitation to petty thievery.

3. Exemption of private motor trucks and drivers from the rule requiring a daily driver's log, where such operations are confined within municipalities and their commercial zones and where, according to the Council, such detailed records with reference to driving time, stops, etc., are neither practicable nor necessary in the interests of safety.

4. Exemption of all "driver-salesmen" of private motor trucks from the rule requiring the keeping of a daily driver's log, since such drivers devote more than 50 per cent of their time to selling and less than 50 per cent to driving, loading and the like and since, the Council contends, such requirement would be extremely impracticable, needlessly complicated and inappropriate because the prescribed log form provides for a record of operations and a division of time designed to cover common and contract carriers never encountered in driver-salesmen operations.

5. Exemption from the daily log requirements for private motor truck drivers whose hours on duty in no instance ever exceed the maximum I.C.C. "safe" hours of 10 per day and 60 per week, and whose daily and weekly hours of duty are shown by records maintained by the employers. The Council points out that if the total hours on duty as shown by adequate records—payroll records, for example—in no instance exceed the I.C.C. maximums, it follows obviously that these maximums are not being exceeded.

6. Exemption from the daily log requirements for drivers of private trucks engaged solely in repair, maintenance, service, sales promotion and the like—and carrying only repair parts, tools, display material or similar property of the carrier not for sale—where the primary work of such drivers is repair, maintenance, service, placing of display materials and the like; and such property as carried solely as an incident to such work.

7. Modification of the rule requiring physical examination and a doctor's certificate for new drivers, to make the rule applicable upon the effective date of the order (which is now Oct. 1, 1940) instead of Jan. 1, 1940, as provided in the I.C.C. motor carrier safety regulation, revised.

The Commission's decision with reference to the petition for reconsideration, reargument and modification of the Motor Carrier Safety Regulations as prescribed in the Ex Parte No. MC-3 proceeding was expected before the effective date of the order on Oct. 1.

\$212,000,000 for Army Highways

J. M. Carmody, Administrator of the Federal Works Agency, announced on Sept. 9 that construc-

tion will start soon on 3000 miles of "access" roads to cantonments and other military reservations at a cost of \$212,000,000. He also stated that of the 225,000 miles in the nationwide highway system, 75,000 are included in the "strategic" national defense network.

The access roads to some 120 cantonments will total 3112 miles, including 1241 within and 1871 outside of military reservations. The greater part of the cost will be borne by the Federal Government.

Would By-Pass Trucks in Baltimore

An ordinance has been prepared to grant Baltimore definite powers to designate routes through the city for through-truck traffic and bar them from other highways.—Ignace.

Western Truckers Expect Big Defense Business

National defense preparations may have considerable effect on the trucking industry in California and the Far West, according to industry leaders there, particularly if something approaching rate parity between railroads and trucks can be attained. While trucking interests are looking for considerable increase in truck tonnage due to Government movement of commodities, it is impossible, so far, to make any prognostications as to the amount of such an increase, truck leaders say.

The reasons are several. "So far, we are hardly getting a break," said Roy B. Thompson, manager, Truck Owners' Assn., of California. "The rails are drawing the bulk of the Government tonnage."

There are a lot of land grant railroads in the far Western territory, and the Government gets lower rates in such cases than they would if the land grants were cancelled. It is expected that the new law passed by Congress, eliminating the land grant situation, may alter this picture.

"If we were on an even parity with the railroads, there is no doubt that considerable tonnage would then move by truck," said Mr. Thompson. "At the present stage of national defense developments in this area, it is not possible to even estimate what that tonnage might be. It depends on the sources of the materials to be moved, how the materials will be handled, and many other factors."

Since San Francisco is a commodity center, there is bound to be important movement of foodstuffs to Government training quarters and to army camps. San Francisco will serve the new Camp Ord at Monterey and a large volume of tonnage is expected to move out to

San Luis Obispo, some 200 miles South, where the National Guard will be stationed.

In San Francisco, and other important California centers, according to leaders in the industry, little if any re-arrangement of dock facilities would be required to take care of truck tonnage movements. Practically all of San Francisco's docks, for instance, are just as accessible to trucks as to rail; this is equally true of warehouses. The Presidio military reservation is equally well equipped and arranged to easily receive truck tonnage. "In fact," said Mr. Thompson, "our trucking facilities are adequate to handle any demands that may be made on them. We know we could take care of all tonnage the railroads now have, or expect to get, and do it with ease and without congestion."

Although nothing definite can be tracked down so far on the subject, there are persistent rumors that Eastern capital is available for a possible huge merger of leading transport lines on the Pacific Coast, similar to mergers that have taken place in the East. It would seem that Western operators are at least amenable to the idea, although it is not possible to learn of any actual steps that have been taken towards such a transaction as yet. Only action of this kind that has been accomplished is the merger of the Conyes Freight Lines and the Intermountain Express running between San Francisco and Salt Lake and Denver, and Los Angeles, Salt Lake and Denver. The deal has gone through (implemented by outside capital) and now awaits only I.C.C. approval, which is said to be due any time.

Meanwhile, the trucking industry in California is well represented on Governor Culbert L. Olson's State Committee for National Defense by Brynn W. Belyea, of Belyea Trucking, Los Angeles. The Olson Committee consists of 33 leading business men.

Known as The Citizens' Defense Committee, this group of business leaders will conduct a survey of California's defense needs. Special emphasis will be placed on available manpower in the event of an emergency. This is expected to lead to a close study of factors governing labor and labor controversies.

On the San Francisco city defense committee, James Cronin, of the Highway Drivers' Council, represents union teamsters.

All trucking groups have pledged themselves to 100 per cent co-operation with any national defense plans that may emerge, and await only the go ahead signal, according to industry leaders.—Gidlow.

I. C. C. Rules Against Trucks in Rail-Fuel Case

The I.C.C. has ruled adversely to motor carriers in the Arizona gasoline case in which trucking operators hauling gasoline from Southern California points to Arizona sought to prevent the railroads from effectuating reduced rates that were regarded as too low to be met by truckmen.

The Commission ruled that railroad rates were compensatory and that any order to increase rates in order to permit truck carriers to continue in this haul would be regulation in favor of the higher-cost agency. The Commission held, further, that the interest of shippers and consumers of petroleum products was in conflict with that of the motor carriers.

Trucking interests contended the Commission is authorized to raise rates to prevent destructive competition and preserve the benefits resulting from healthy competition. Truckers called to the attention of the Commission that the trucking industry had brought the rail rates down in the first place.

Although truck-hauling of gasoline from Southern California has been on the increase during the past 2 yrs., the railroads have recovered some of the lost volume as a result of reduced rates since 1936. In that year railroads carried 62.9 per cent of the gasoline traffic; in 1938, 66.3 per cent.

Costs were shown at the I.C.C. hearings to range around 38 cents by truck between Los Angeles and Phoenix. Railroad costs were 11.1 cents by the Southern Pacific, 20.3 by Santa Fe.

Six oil haulers were affected by the decision—Reliable Tank Service, Ellington Bros., Ltd., Cantlay and Tanzola, Inc., Pacific Tank Lines, Capital Tank Lines, and Lang Transportation Co.—Herr.

Independent Movers to Advertise

The Independent Movers' & Warehousemen's Assn. has decided to start an extensive advertising campaign in various magazines to tell the public about the group and the services rendered by the members. J. Norman Geipe, president of the association, is serving as chairman of the advertising committee, which includes the following members: M. T. Sullivan, Syracuse, N. Y.; Donald Lair, Lincoln, Neb.; Edgar Patrick, Detroit, and Robert Wilson, Brooklyn, N. Y.

At the first meeting of the board of directors, held Aug. 21 and 22 at Wawasee, Ind., it was also decided to set up a plan for uniform insurance covering cargo and "all-risk" for the members of the association. M. B. Sudler, of Balti-

more, Md., was added to the board of directors. John F. Ivory, Detroit, was made chairman of the tariff committee; N. E. Zelby, New York City, was made chairman (ex officio) of the legal and legislative committee; and J. C. Pugh, Long Island City, N. Y., chairman (ex officio) of the finance and budget committee.

10% Reduction in Texas Insurance Rates

An order passed by the Board of Insurance Commissioners in Texas on Aug. 17, made effective Sept. 1 reduction of 10 per cent in all territories on long haul truckmen bodily injury and property damage rates. Elimination of the restricted type policy was also made effective as of Sept. 1. Thus, Texas truckmen are provided coverage any place in the United States and Canada at no additional cost.

The fire rates on local haul trucks were likewise reduced 10 per cent, as were rates on fire, theft, and comprehensive coverage on private passenger cars.

Bodily injury and property damage rates on trailers were reduced to the present semi-trailer rates. An approximate 25 per cent reduction in rates was made on trailers and semi-trailers over 25 ft. long. On fleets where sufficient equipment is operated for individual experience rating, a substantial advantage has been given through elimination of the claim investigation expenses that are charged against the risk, along with the losses.



By way of celebrating its 25th yr. in the manufacture of automotive specialties and safety devices, the Yankee Metal Products Corp., Norwalk, Conn., has issued a 48-page catalog, showing its line of lights, signals, mirrors, reflectors and other safety devices.

New Terminal for Red Arrow, Dallas

Construction of a new Dallas, Texas, freight terminal by the Red Arrow Motor Freight Lines will start soon, according to President L. B. Brown. The improvement will cost \$65,000 and will be modern in all respects.

The building will front 200 ft. on Akard Street and 359 ft. on St. Louis Street.

Providing complete office space for operating and traffic departments, the building will be constructed of steel, concrete and stucco. The 2nd floor will provide sleeping and recreation rooms for drivers. Bath facilities will complete special provisions for drivers.

In connection with the main building, there will be a completely equipped machine shop with a trained personnel.

Red Arrow freight history dates back to 1928, when Mr. Brown started a 2-truck operation between San Antonio and Corpus Christi. Today, operations cover approximately 3,000 miles, rendering daily service to more than 325 Texas cities and towns.

Twelve employees in 1928 have increased to 275. Eighty-five trucks and tractors and 50 semi-trailers have made over 3,050,000 non-accident miles to win the Borden safety trophy for safe fleet operation.—*Hornaday.*

A New Power in Trucking

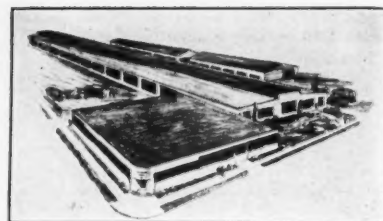
California trucking companies are displaying considerable interest in a new application of a Caterpillar Diesel engine. The installation, the first West of the Rockies, was made in a truck owned by the American Drayage Co. of Oakland and Emeryville. Ray Foster, manager of the company, states the engine has given a satisfactory performance under every known test.

The 6-cylinder engine is a Caterpillar D68, made originally for motor graders and stationary powerplants. It has a bore and stroke of 4¼ by 5½ in., a 468-cu. in. displacement, and develops 90 hp.



Start of first trip of American Drayage trucks equipped with a 6-cylinder Caterpillar Diesel engine.

Herman Body Co., St. Louis, Mo., has expanded its plant to enable greater production facilities. The new addition is connected with the main plant, and is the new home of the company's offices, and a storage space for its finished products. The new addition affords an increase of 25 per cent in space, and due to the new system employed in the production line increases manufacturing capacity 35 per cent.



at 1800 r.p.m. Torque at maximum horsepower is 262 lbs.ft. Drive is through a 5-speed Brown-Lipe gearset, which through a 3-speed auxiliary gearset, gives 15 forward speeds.

In a recent 177-mile test run from Oakland to Fresno, the unit hauled a payload of about 18 tons at a fuel cost of a little more than 1 cent per mile, this computed on a basis of 7 m.p.g. and a fuel cost of 5 cents per gallon and an additional 3-cent per gallon tax. Twin fuel tanks located at the rear of the cab have a capacity of 57½ gals. each, sufficient for an 800-mile trip. Average speed on the trip was 32.6 m.p.h. The cruising speed on level road was 41 to 45 m.p.h.

The tractor and semi-trailer, illustrated herewith, weigh 11 tons. A load of 60,000 tons is allowed. Tires are 9:75 by 20 and the rear axle of the tractor has 8.5 to 1 ratio.

Engine starting is accomplished by a 24-volt battery. Grades as high as 10 per cent were negotiated at a good speed.—*Burns.*

New Texas Load Bill Prepared

The board of directors of the Texas Motor Transport Assn. has prepared a bill for introduction in the legislature when it meets next January, raising the present load-weight of trucks, which is now 7,000 lbs., and in other respects making the regulations governing the operation of trucks on the highways of Texas more in conformity with those of other States than they are now, it is announced by Len B. Shaw of Austin, general manager of the association.

The bill, which has been endorsed by about 35 organizations,

including the Texas and Southwestern Cattle Raisers Assn., Texas Sheep and Goat Raisers Assn., and the Co-operative Ginners of Texas, would permit trucks to haul 16,000 lbs. to the axle and require an inch of tire width on the pavement for each 600 lbs.

This law is similar to laws passed by 20 other States and recommended by the American Association of State Highway Officials, the National Safety Council, the National Highway Users Conference and the National Safety Council, it was stated by Mr. Shaw.—*Hornaday.*

Minimum Truck Rates in Middle Atlantic Area

In a move to stabilize trucking charges on the Eastern Seaboard, the Motor Carrier Division of the I.C.C. has issued an order, effective Nov. 1, establishing minimum class and commodity rates for all common carriers operating in a defined area embracing portions of New York, New Jersey, Pennsylvania, Maryland, Virginia, West Virginia and North Carolina.

The minimums ordered were based substantially upon proposals recommended by a general rate committee representing the Middle Atlantic State Motor Carrier Conference and other groups of carriers operating in the territory, although some of the committee's proposals were rejected or modified. Numerous specific commodity rates requested by individual carriers and shippers also were approved.

While the financial emergency confronting the carriers has been eased by improved earnings in recent months, the majority stated a minimum rate order was necessary to erase "incongruities and inconsistencies found in the existing rate structure in this territory."

This is the 4th region in which the I.C.C. has taken such action. Similar orders previously had been issued for application in Central Territory, New England and that portion of Middle Atlantic Territory centering on New York City and Philadelphia, on the North, and Baltimore and the District of Columbia, on the South.

FROM THE

LEGAL

VIEWPOINT

**Minor Purchases Truck—
Must He Pay for It?**

LEGAL EDITOR, *D and W*: When, and under what circumstances, is a contract made by a minor, valid? Recently, a minor purchased a motor truck from us. Can we compel him to pay for it, as he now is using it?—Littleford Warehouse Co.

Answer: According to a Federal court's decision, reported July 29, 1940, in Stewart, 112 Fed. R. (2d) 583, the minor can compel you to fulfill your contract but, if he prefers, he may refuse to permit you to fulfill the contract. This court held that a sale contract with an infant buyer is not void, but voidable, and the buyer had capacity to pass title or resell the merchandise if he decided not to avoid the contract.

Some higher courts have gone so far as to hold that a minor may purchase an article, wear it out, or otherwise consume it, and then refuse to pay for it.

You should immediately have a local lawyer arrange, by personal consultation or legal procedure, to recover payment or compel the minor to return to you possession of the truck.

**Driver Status When
Renting a Truck**

LEGAL EDITOR, *D and W*: We understand that it is illegal for a common carrier to also be a contract carrier. We want to hire a truck owned by a common carrier, which we believe is legal if we employ the driver. However, the carrier states that it is legal for it to pay the driver and then we can repay the salary it paid out, plus the rental for the truck. The point is: Is this a situation which will involve us or get us in legal trouble?—Thomson Trucking.

Answer: The fact that the carrier pays your employees and afterward you repay the carrier is a legal procedure, if you retain control over the employees. If, however, the carrier controls the driver, then you are not his legal employer; the carrier actually is the employer of the driver. Therefore, it is my opinion that, under this latter situation, the legal relations between the carrier and yourself is the same as if you made an

arrangement to pay, as rental for the truck and the driver, a sum equal to the rental which you pay for use of the truck, plus the driver's salary. On the other hand, if the driver is informed that you

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are his employer, but that you will pay his salary to the carrier which will pay it to him, then as between the carrier, the driver, and yourself, the driver is your legal employee. But as between others, who are not informed of the arrangement, the carrier is in effect the employer of the driver. From the standpoint of liability for injuries to persons and property which may be effected by the driver, the one who controls the driver is liable, irrespective of the secret arrangements of salary payment and the like.

As to your liability under statutes, in event the carrier becomes involved, the legal question to be answered is whether such statutes forbid the above mentioned arrangements and also whether the statutes provide a penalty for those you assist in the violation. It is certain that from a legal standpoint you would be held to be an assistant, in event the arrangement were held to be illegal.

**Fire Destroys Goods—
No Insurance**

LEGAL EDITOR, *D and W*: We should like to know the law and our liability in case we do not issue an insurance certificate and the

warehouse catches fire and stored goods are destroyed. Is the law changed if the owner of the goods fails to take our advice to insure the goods, or if we accept goods knowing that they are not insured?—Association of Refrigeration Warehouses.

Answer: Certain higher courts have stated that a warehouseman is liable to the owner of goods destroyed by fire, if the testimony indicates that the fire resulted from negligence of the warehouseman or his employees. This law is applicable, irrespective of ordinary insurance. If the goods are insured, the warehouseman is relieved from personal liability, since the insurance company stands the loss. However, the fact that the goods are insured or not insured, does not change the legal responsibility of the warehouseman. The law expects him to use "ordinary" care to safeguard stored merchandise. This means that he must use the same degree of care that is being used by other responsible and careful warehousemen, and if he fails to do so he is liable.

In a late case (141 S.W. (2d) 28), the higher court held a warehouseman liable for fire loss because he failed to employ a night watchman. In other cases, warehousemen have been held liable where they guaranteed or advertised that their warehouses were fireproof and the goods were destroyed by fire.

Now, an important point of law may be involved where, for instance, a warehouseman informs the owner of goods that same are insured, or the warehouseman promises the owner of the goods that he will insure such goods, or the owner pays the warehouseman for insurance and the warehouseman neglects to obtain insurance. Under either of these circumstances, the warehouseman is liable to the owner for the full value of the goods, although the fire did not result from negligence of the warehouseman or his employees.

**Time Elapsed Forces
Acceptance of Materials**

LEGAL EDITOR, *D and W*: Several months ago our office manager made a written contract with a salesman to purchase a quantity

of material. The salesman signed the contract as agent for his employer, but our office manager only signed his initials to the contract. We have decided that we do not want this material and notified the seller to this effect. However, he contends that we are liable on the contract because he wrote us a letter accepting the deal soon after the salesman sent him the contract. Is it possible that we would be liable on a contract not properly signed?—Wilson Warehouse.

Answer: Several important points of law are involved in your litigation. First, unless the office manager is a general agent, he had no authority to sign the contract and, therefore, you are not liable. If, however, this office manager had in the past been authorized by you to make valid contracts, then the contract which he signed is valid and enforceable because any contract is valid and enforceable if, when signatures are affixed, it was intended by the contracting parties that a valid contract was being completed. The law on this point is well settled, and many higher courts have held that under the circumstances that the signers were properly authorized to make the contract, and the signers intended to make a contract, it is not important whether the signatures are pen-written, pencil-written, typewriter-written, or that only marks, as initials, were used instead of the names of the contracting parties. This is so because the law implies the making of a valid contract if the evidence indicated that the parties intended to make a valid contract, irrespective of when or how the signatures were made.

Another important point of law, involved in this controversy, is that a buyer may at any time cancel an order or contract made with a salesman, if such cancellation is made before the salesman's employer accepts or approves the order or contract. The law is thus established, because a salesman is merely a special agent not legally entitled or authorized to make a valid contract. In fact, he may only accept an order or contract and send it to his employer for approval. Therefore, until the salesman's employer accepts a contract made by the salesman, no valid or enforceable contract is completed. However, you state that before you attempted to cancel your contract, the salesman's employer wrote you and approved the contract. Therefore, you forfeited your right to cancel the contract from this act of waiting until after the seller had accepted the contract, and if your office manager had authority to make the contract you are bound by the terms of the contract.

Taillight Out—Who Is Liable from Collision?

LEGAL EDITOR, DandW: We are being sued by the owner of an automobile which collided with the rear of our truck. This party claims that we are liable because the taillight on our truck was not illuminated. Please cite cases to assist our lawyer, if you have late ones in our favor.—Conney Warehouse and Storage.

Answer: The latest higher court case on this subject is: Fischer, 293 N.W. 287, reported Aug. 21, 1940, and decided July 12, 1940. The facts are that a motor truck collided with a freight car which had been left on the highway without lights. The night was dark and foggy and the operator of the truck did not see the car in time to stop. However, the higher court refused to allow damages to the owner of the truck and said:

"A motorist who drives his automobile so fast on a highway at night that he cannot stop in time to avoid a collision within the area lighted by his headlights, is negligent as a matter of law."

Therefore, the law is established that the driver of a motor vehicle is bound to exercise care when driving at night and not to drive so fast that he cannot stop in time to avoid a collision with an unlighted object on the highway.

On the other hand, owners of vehicles left on the highway, must use reasonable care; for instance, to illuminate same to warn drivers of other vehicles. The conditions may be such, as when the vehicle is left standing at an unusually dangerous location, that the court will hold the driver of the stalled vehicle negligent and, therefore, primarily liable for an accident. However, as indicated by the above case, the owner of a motor truck cannot be held liable for a collision if the lights of the truck become extinguished without fault or negligence on the part of the driver. Other higher courts cases are: Roth, 117 Neb. 444; Most, 252 N.W. 465; and Click, 239 N.W. 626.

This Month's Important Higher Court Cases

No Watchman. So Liable for Fire

BROADLY speaking, the care required by law to be used by warehousemen to safeguard stored goods is dependent upon the attending danger. However, failure to supply a night watchman usually is held to be negligent, which results in liability.

For example, in *Waldo Warehouse Co. v. Lewis*, 141 S.W. (2d) 28, Arkansas, it was shown that a warehouse corporation constructed

a warehouse which was located about 4 blocks from the business section in a sparsely settled district in the colored part of town. It was a square building covering nearly a block of ground, consisting of a wooden frame with walls and roof of sheet iron, and wooden floors. There were 4 fire plugs on the outside, one at each of the respective corners of the warehouse building. There were 6 inside fire hydrants, equipped with connecting hose, placed at measured intervals. Water barrels, with buckets, were advantageously placed throughout the building.

A night watchman usually was employed to watch and guard the stored goods against fires, but on Saturday he was discharged. The warehouse burned at about 2 a. m. the following Tuesday. The owners of the destroyed goods sued the warehouse corporation to recover the value of the merchandise.

The warehouse corporation contended that it had used ordinary care to prevent loss of the goods because hydrants were at close intervals outside and inside the warehouse building, and, further, the city maintained a fire department. However, in view of the fact that the warehouse corporation had failed to provide a night watchman, the higher court held the warehouse corporation liable, and said:

"We do not think it must be said, as a matter of law, that the failure to keep a night watchman on guard was not the proximate cause of the fire loss. In fact, we think the evidence ample to support the jury's verdict that this failure to keep a watchman was the proximate cause of the loss."

When Res Ipsa Loquitur Is Applicable

THE doctrine of *res ipsa loquitur* is applicable in cases involving injury to person or property, when (a) the occurrence resulting in injury was such as does not ordinarily happen if those in charge use due care; (b) the instrumentalities involved were under the management and control of the warehouseman; (c) and the warehouseman possesses superior knowledge or means of information as to the cause of the occurrence. It is important to know that when this doctrine is applicable, the complaining party is entitled to have the cause submitted to the jury, notwithstanding the evidence is sufficient to support a finding that the loss was not due to negligence of the other party.

For illustration, in *Walters v. Adams Transfer and Storage Co.*, 141 S.W. (2d) 205, Missouri, it was disclosed that the Walters Truck Line entered into a lease with a warehouseman by the terms of which it leased to the latter a trailer. While in use on the high-

way the truck driver noticed that smoke was issuing from the right back wheel or tires of the trailer. He, thereupon, stopped, obtained a fire extinguisher, which he carried, and endeavored to extinguish the fire but was unable to do so, and in consequence the trailer was entirely destroyed.

The owner of the trailer sued the warehouseman for the value of the trailer, contending that the doctrine of *res ipsa loquitur* was applicable. The higher court held in the affirmative, and said:

"We conclude the case at bar is one for the application of the *res ipsa loquitur* doctrine. . . . In a *res ipsa loquitur* case, some kind of negligence is inferred without any evidential facts except the unusual occurrence itself."

Liability of Surety

IT is well established law that a surety is not liable on a verbal promise to guarantee payment of bills incurred by others. For illustration, a surety may verbally state: "Let Mr. White have merchandise on credit and I will stand good and guarantee that he pays the account." This is a surety contract and although White fails to pay the bill, the seller cannot hold the surety liable or compel him to pay the account or any part of it.

However, readers should not be confused between a surety contract and a personal contract to pay. For example, although the surety is not liable on the above mentioned surety contract the situation is completely changed if the surety says: "Let White have merchandise on credit, and I will pay the account." The surety is liable on this guarantee because he is personally assuming the debt. As above explained, because of the dangerous nature of the surety's position, both the civil and the common law provide that suretyship can never be presumed and must always be in writing.

For illustration, in *Gulf v. Loeb*, 195 So. 848, Louisiana, it was disclosed that a person named Loeb was vice-president of the Waverly Corp. He desired to assist a truck operator who had no credit standing. Loeb gave a check on the corporation to a seller of oil and gasoline which the driver had used. This check was signed, as follows:

"Waverley, Inc.
"(Signed) Robert E. Loeb
"Robert E. Loeb, Vice-Pres."

When this check was presented to the drawee bank, it was not honored, and, as a result, the seller did not receive payment for the oil and gasoline used by the truck operator.

An important point of law raised in this case was whether Loeb was liable as surety, because he had verbally promised the seller that the corporation's check would be

paid. The higher court held that this verbal promise did not obligate Loeb, and said:

"Though it is true that the credit manager of the Gulf Refining Co. testified that when he agreed to accept the said document executed by Loeb, Loeb 'assured' him that it would be paid, still it cannot be said that such a verbal assurance made Loeb liable as surety. It is well settled that one is not liable as surety unless his obligation is assumed in a writing which, in express terms, sets forth the said obligation."

However, it is well for readers to observe full details of this case because, although this court clearly held that a surety is not liable on a verbal promise to guarantee a money payment, yet the court held Loeb liable to the seller in view of the fact that after the above mentioned check was dishonored, Loeb paid the seller \$100 cash and gave his note for the balance of the amount owed by the truck driver. The court held that payment of \$100 cash and giving a written instrument in the form of a note for the balance constituted a valid obligation. In holding Loeb liable on the note, the court said:

"The compromise or settlement of a doubtful or disputed claim may furnish a sufficient consideration to support an undertaking on a bill or note, provided the obligor had knowledge of the facts, and the settlement was entered into in good faith and without fraud."

Duty to Safeguard Drivers

ALL employers owe to employees a certain well defined legal duties. For example, the higher courts consistently hold that the duty of an employer to an employee is to use ordinary care to furnish such employee with reasonably safe appliances with which to do his work. However, this does not mean that the employer is expected to use unusual or extraordinary care to safeguard employees from injury.

For illustration, in *Home Express Co. v. Turley*, 139 S.W. (2d) 435, Kentucky, a motor truck driver was seriously injured when the steering wheel gear of the truck locked as he was going around a curve. The employee sued his employer for damages and contended that the latter was legally negligent because he did not have the gear inspected and repaired. However, since the evidence proved that the employer had the truck overhauled less than 2 yrs. before occurrence of the accident, the higher court held the employer not liable, saying:

"The record fails to show any negligence on the part of the appellant (employer). Its duty was to use ordinary care to furnish appellee (driver) with reasonably safe appliances with which to do his work, and this duty was fully discharged when it had the truck thoroughly overhauled in 1937."

In order that employers shall be

certain to avoid liability for injuries to motor truck operators, caused by defective parts, it is advisable to authorize the operator to have the truck mechanically inspected and repaired at regular intervals, and at a reputable garage. This authorization places the burden on the driver to maintain the truck and its mechanism in reasonably safe condition. Obviously, an employer is not liable for injuries caused by inherent or concealed defects. So, therefore, regular inspections and repairs are sufficient to indicate that the employer exercised ordinary care to safeguard the driver against injuries.

Warehouse Corp.'s Charter Strictly Construed

IT is well established that the business enterprises in which a warehouse corporation may engage is dependent upon its charter provisions and clauses. In fact there is no legal rule more fixed and unyielding than that requiring strict legal construction of grants to corporations. In the construction of a corporation charter every resolution which springs from doubt is resolved against the corporation. This is the rule sustained by all the courts in this country and in England.

For instance, in *Mississippi-Gulfport Warehouse v. Public Service Commission*, 196 So. 793, Mississippi, it was shown that the Mississippi-Gulfport Warehouse Corp. filed its application for a certificate of convenience and necessity in order that it might operate motor trucks as common carriers or restricted common carriers in the State. The Public Service Commission refused to issue the certificate on the grounds that the warehouse corporation's charter contained no clause authorizing it to operate as a common carrier.

The warehouse corporation appealed to the higher court and introduced proof that it had in the past operated as a common carrier.

The warehouse corporation officials contended, in view of prior introduced proof that it had in the past operated as a common carrier, through justice, notwithstanding its charter provisions, it should be granted a certificate of convenience and necessity by the Public Service Commission. However the higher court upheld the Public Service Commission's decision, and said:

"This charter taken in its entirety has as its prime object the operation by the corporation of warehouses. . . . It would be idle to say that the Commission should confer upon the appellant (warehouseman) the authority to conduct a business which it had no power under its charter to operate. It was a question of charter powers which stood at the door of inquiry."

Intrastate Sale Held To Be Interstate

VARIOUS higher courts have held that interstate commerce is not confined to transportation from one State to another, but comprehends all commercial intercourse between different States and all the component parts of the intercourse. In other words, where goods in one State are transported into another for purposes of sale, the commerce does not end with the transportation, but embraces as well the sale of the goods after they reach their destination and while they are in the original packages.

On the same principle, where goods are purchased in one State for transportation to another, the commerce includes the purchase quite as much as it does the transportation. Of course, while these various statements have been consistently upheld by the higher courts, yet variations of circumstances often require special consideration.

For illustration, in *Simonetti Bros. Produce Co. v. Peter Co.* 197 So. 38, Alabama, the court construed an Alabama State law which provides that foreign corporations, which have not complied with the requirements of certain State laws, are prohibited from doing business in the State.

A seller, having its principal place of business in Chicago, Ill., received an order from a concern at Birmingham, Ala., known as Vulcan Distributing Co. for a carload of merchandise valued at \$2,214.92. However, the latter company was unable to pay the amount of the draft and the car was held by the common carrier and none of its contents removed. Soon afterward, the seller sold the merchandise to another company located in Birmingham, although the former had not complied with the Alabama laws.

The legal question arose whether this latter sale constituted "doing business" in Alabama which prohibited the seller from suing the purchaser to recover the value of the merchandise. In holding the transaction to be interstate, which entitled the seller to file the suit, the court said:

"A corporation of one State may go into another, without obtaining the leave or license of the latter, for all the legitimate purposes of such commerce; and any statute of the latter State which obstructs or lays a burden on the exercise of this privilege is void under the United States commerce clause. . . . We are of the opinion, and so hold, that the sale . . . under the facts in this case, were but incident to, and a component part of the sale of an interstate shipment . . ."

Another important point of the law is that it is not important, when deciding whether transactions are interstate, whether the goods

are shipped f.o.b. the seller's plant.

For example, in *Carter Carburetor Corp. v. Federal Trade Commission*, 112 Fed. Rep. (2d) 722, it was shown that a manufacturer of carburetors made sales to some 60 regional distributors of automotive equipment. Thirty of these sold merchandise in territory comprising more than one State. Also, the manufacturer sold its products directly to many independent service stations which could also purchase from the regional distributors. Both the regional distributors' and service stations' contracts provided for purchase of carburetors and parts from the manufacturer at specified prices f.o.b., St. Louis. These orders were filled by shipment from St. Louis.

The higher court held that in making such sales and shipments to distributors located in States other than Missouri, the manufacturer was engaged in "interstate commerce." This court said:

"The fact that petitioner (manufacturer) delivers its merchandise f.o.b. St. Louis, title passing there and freight being paid by the purchaser, is immaterial where the actual movement is interstate."

Shipper Liable for Payment of Freight Charges

FOR many years the higher courts have held that a consignor is primarily liable for payment of freight charges. And modern higher courts hold that the consignor remains liable, although the carrier violates certain rules and regulations of the Interstate Commerce Commission.

For example, in *New York Central Railroad Co. v. Palella*, 28 N.E. (2d) 494, Illinois, it was disclosed that a shipper of an interstate carload of merchandise, which originated in California, directed the carrier to divert the car to a consignee at Chicago, and thereafter the shipper directed the carrier to divert the car to a 3rd party in New York.

The consignee in New York failed to pay the freight charges and the legal question arose whether the carrier could collect the full charges from the shipper.

It is interesting to know that the higher court held the shipper bound to pay the total freight charges, amounting to \$648, and explained that the shipper was liable since intentional failure by the carrier to collect charges would amount of violation to the Elkins Act.

Also, it is important to observe that this court further explained that the shipper could not be relieved from payment, although the carrier had permitted a 3rd, or other party, to unload the car after the time limit had expired.

Shipper's Right to Recover Overcharge

AT common law and before enactment of the present modern State and other statutes, all shippers had a right to sue and recover from common carriers excessive freight charges, unless the shipper had paid the excessive charges voluntarily. However, since the reasonableness of freight charges now is a matter controlled by statutes, shippers are compelled to pay the rates thus established.

Another interesting point of the law is that if a shipper's grievance is within the authority and jurisdiction of the Public Service Commission, such shipper may not appeal directly to a court but he must apply for relief to the Commission. On the other hand, if the testimony indicates that the excessive freight charges were accidentally made, or if the carrier is being enriched without justification, the court may compel the carrier to refund the full amount of excessive charges.

The latest higher court case involving this point of law is *Barnes*, 140 S.W. (2d) 1041, decided in Kentucky. The records of this important litigation show that a shipper sued a common carrier for the sum of \$1,890 which he charged the carrier had required him to pay over and above reasonable rates for switching 1400 cars over a period of more than 10 yrs.

Not only did the shipper contend that the above amount was unreasonable, but he proved that during this complete period the legal and published contract switching rates permitted to be charged for shipments of the same nature were considerably less.

In view of the fact that a valid statute was in effect which limited the time in which shippers were entitled to file legal proceeding to recover excessive freight charges, it appeared at first hand that this shipper had little or no chance for a favorable verdict.

However, the shipper testified that during the period he had paid the overcharges he was not familiar with the rates for switching cars but that the legal and published rates for the shipments were \$1.35 per car as published in the carrier's tariff then legally in effect, but that he was compelled to pay \$2.70 a car.

The carrier contended that it could not be held liable because a statute provides that shippers, who neglect to file suit within 2 yrs. for overcharges, forfeit their legal rights to recover such overcharges. However, the higher court held that the shipper had not forfeited his right to sue and recover from the carrier.

WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

CASTERS (Truck)

The Colson Corp., Elyria, Ohio.

Darnell Corp., Ltd., P. O. Box 4027, Sta. B, Long Beach, Cal.

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

COVERS (Piano)

Canvas Specialty Co., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

DOLLIES

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

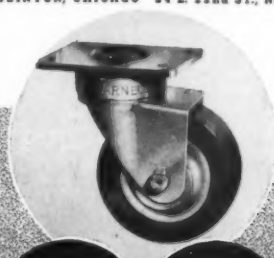
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Nearly 4000 TYPES of DARNELL CASTERS & E-Z ROLL WHEELS

The exact type of caster or wheel for your particular needs may be selected from the Darnell line of nearly 4000 models. Whether for light, medium or heavy duty service, Darnell Industrial Casters and Wheels assure maximum savings and efficiency.

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IRON HORSE Furniture Pads

Diagonal
Square Stitch
Adds Strength!

• Longer Wear — Greater Strength...at NO EXTRA COST

• Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

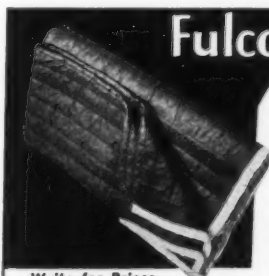
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Manufacturers Since 1870

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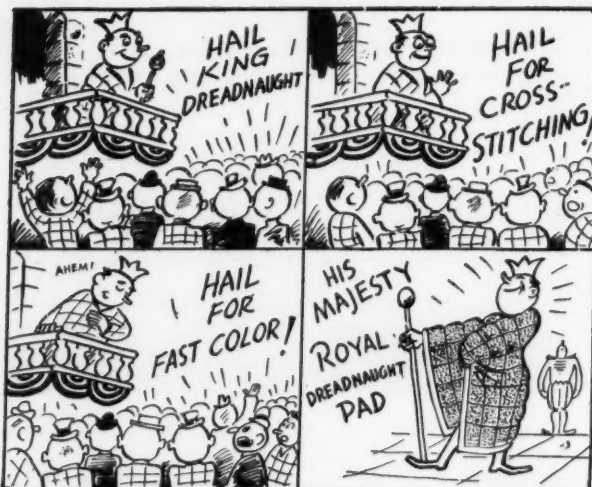
Kansas City, Kansas

PIONEER PADS

PROTECT YOUR PROFITS AND REPUTATION!

Nothing hurts a mover's reputation so much as marred furniture. Use long-wearing Pioneer Pads for full protection. Made of new cotton and jute—covered with heavy drill—and zigzag stitched to prevent slipping and packing. Write for details and complete price list!

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DREADNAUGHT FURNITURE PADS

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We make form-fit pads for every need.

New Haven Quilt & Pad Co., New Haven, Conn.

PADS (Kersey)

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Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

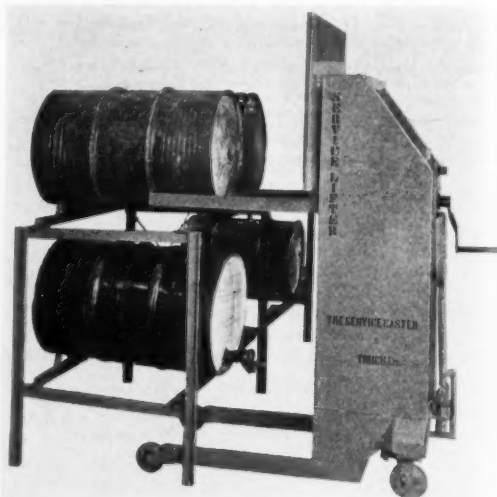
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

Service Barrel and Drum Lifter

A PORTABLE electric elevator designed to lift barrels or drums and place them in storage racks has just been placed on the market. The machine is intended for use in factory warehouses, breweries, distilleries or chemical plants—wherever drums must be handled and stored. Capacity of the standard machine is 500 lbs. and maximum lift is 56 in.

A distinctive feature is the beveled lifting arms, slightly closer together than the diameter of the drum, which slide in under the drum as it rests on the floor and raises it to storage position. The arms, from outside to outside, measure slightly less than the width of each storage space, permitting the lifter to be pushed into the space and lowered, leaving the drum resting upon the rack.



A hinged platform, 30 by 36 in., can be folded down, using the arms as supports, thus permitting the lifter to be used for regulation loads when not in use lifting drums.

Two chains rolling over sprockets, lift the arms. Guide wheels and load shaves are ball bearing, greased for life. A special holding brake and a safety disc brake independent of the holding brake, govern descent of the arms. Drive is combination chain and bevel gear type, with main shaft mounted on Timken bearings.

Power is supplied from a hand-powered, heavy duty Service hoisting unit with beveled gears, high and low speed lifting shafts and spring-operated chain safety device. The lifter can be custom-built in almost any required capacity and height of lift.

The barrel racks shown in the illustration are also of Service manufacture, built of structural steel fused by electric welding into one rigid unit. Assembled in sections to carry 4 drums each. Drum supports are higher in back so that drums may be drained easily. Manufactured by The Service Caster & Truck Co., 517 North Brownwood Ave., Albion, Mich. DandW.

33 Steeloil Engineered Sets Added to Pedrick Line

WILKENING MFG. CO., Philadelphia, maker of Pedrick piston rings, has added 33 new engineered sets to its line of steeloil piston rings. Of these, 9 are for use in late model passenger car engines and 24 for heavy-duty truck and bus engines.

Most prominent among the engines serviced by the new Ped-

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

RECORDERS (Motor Truck)

Service Recorder Co., 1375 Euclid Ave., Cleveland, Ohio.

TRACTORS (Industrial)

Easton Car & Construction Co., Easton, Pa.
(See advertisement elsewhere in this issue.)

TRAILERS (Industrial)

Easton Car & Construction Co., Easton, Pa.
(See advertisement elsewhere in this issue.)

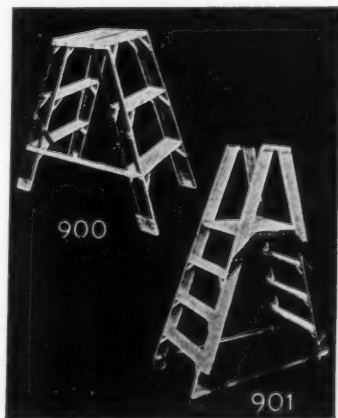
rick sets are Cummings Diesel, GMC, Hercules, Waukesha and White.

As in the past, Pedrick continues to offer the greatest number of specially engineered sets of piston rings for passenger cars, trucks and buses. These 33 new sets increase even further the margin of Pedrick leadership, commenced when Pedrick introduced the first engineered set of piston rings to the industry on July 18, 1921. *DandW.*

Aluminum Ladders

TWO new double or "A" type aluminum ladders have recently been developed and placed on the market. Constructed with steps on both sides instead of on one side as in the conventional step ladder, the new ladders are especially valuable for use where 2 persons must use the ladder at the same time, and where ladders must be used in very narrow hallways and aisles. In the latter case, ladder can be mounted from either side, and there is no necessity for the workman to waste time in forcing himself through the narrow passage between ladder and wall.

They are constructed throughout of a special aluminum alloy having a tensile strength of 48,000 lbs. per sq. in. This material is practically indestructible and, of course, is much lighter in weight than most materials used in ladder construction. The

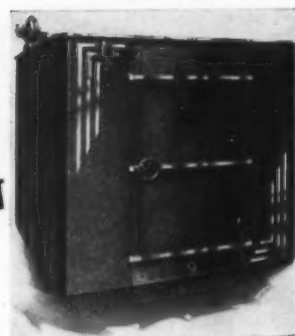


ladder designated as No. 900 is 36 in. high, has a platform 12 in. by 15 in., yet weighs only 13 lbs. The feet are fitted with rubber pads for protection of hard wood and marble floors.

The platform of ladder No. 901, constructed of treadplate for protection against slipping, is 19½ in. wide by 22 in. long, and is 4 ft. above the floor. Side rails rise 21 in. above platform, for safety. No. 901 is 25 in. wide by 41 in. long at the base, and complete weight is only 40 lbs. Picture shows ladder fitted with 3 in. rubber casters, but any type casters can be supplied.

The manufacturer, Aluminum Ladder Co., 117 Adams St., Tarentum, Pa., will be pleased to furnish complete specifications and prices for either or both of these ladders upon request. *DandW.*

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provides everything you need . . . Malium Gas or Cold Storage System, modern vaults, de-mothening chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

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★ **BUSY • IDLE • OVERTIME** The little Servis Recorder "tells all" — as shown on its chart (at left). Thus your motor truck writes its own story daily. You SEE all delays at a glance — and correct 'em! Save up to \$500 a year per truck! Over 100,000 trucks now equipped. Money-saving booklet free. The Service Recorder Co., 1375 Euclid Avenue, Cleveland, Ohio.

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Keeps Trucks Busy

A New Lubricant-Preservative

A RUBBER lubricant and preservative, which will also eliminate many of the hard-to-find squeaks and rattles caused by friction on a car or truck, is announced as the latest addition to the growing line of automotive products marketed by the Alemite division of Stewart-Warner Corp. It is for the preservation of rubber shackles, mountings, grommets, linkage, insulation strips, and all rubber parts exposed to wear, weather or friction.

Non-poisonous, non-caustic and harmless to upholstery or car finish, the new Alemite rubber preservative helps prevent rubber from drying out and acts as a deterrent to any corrosive action caused by contact or exposure to oil or gasoline, Stewart-Warner chemists claim. Further claims for the new product include high surface tension, adhesiveness and economy. The liquid is also relatively non-volatile.



Move DRUMS Easily with this handy 1-man truck

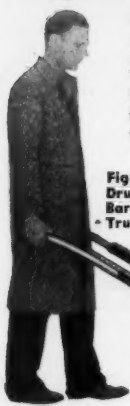


Fig. 510
Drum and
Barrel
Truck

Drums can be stacked close together. Operator simply places truck nose against drum, drops hoop over drum and pulls back the truck handles into wheeling position. The hoop automatically pulls the drum onto the nose and holds it in place. Fig. 510 Drum and Barrel Truck is perfectly balanced for ease of handling. Carries heavy loads with minimum effort. This all steel truck frame is only 19" wide. Pressure lubricated roller bearing wheels, semi-steel or with demountable rubber tires for silence and easiest rolling.

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Floor Truck Leadership Since 1891

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TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Fork)

Easton Car & Construction Co., Easton, Pa.
(See advertisement elsewhere in this issue.)

Towmotor Co., 1209 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 853 S. E. Main St., Portland, Ore.
(See advertisement elsewhere in this issue.)

TRUCKS, HAND (Cartons & Cases)

American Pulley Co., 4270 Wissahickon Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Industrial)

Easton Car & Construction Co., Easton, Pa.
(See advertisement elsewhere in this issue.)

Because of its spreading qualities and penetrability under service pressure, a few drops of Alemite rubber preservative adhere to and protect a large surface, the manufacturer states.

The new lubricant-preservative is available in containers of 8 oz. and one gal. The 8-oz. can has a dispensing nozzle which delivers either drops or a stream and is refillable. DandW.

New Door Safety Device

AN ingenious, automatic safety control for Kinnear motor-operated rolling doors, as well as other types of Kinnear upper-acting doors, has been announced. Through its application on the door, it greatly reduces the possibility of injury to persons or damage to cars if doors are carelessly closed by attendants who fail to note whether or not the opening is completely cleared when they push the control button. This has been a hazard in the past in situations where operating control stations are remote or out of direct view of the doorway.



Briefly, this device works as follows: A compressible, air-containing weather-strip is placed along the entire length of the bottom edge of the door. In case the door contacts an obstruction upon closing, it compresses the weather-strip, which thereby forces air through an impulse switch, causing the door to either stop its closing travel, or immediately revert to its fully open position, depending upon the method of connection to the door control circuit. The slightest pressure on the weather-strip insures positive action.

While the accompanying illustration gives a general idea of this equipment, further details will be gladly sent to those addressing the manufacturer, Kinnear Mfg. Co., Fields Ave., Columbus, Ohio. DandW.

Van Tire regroover

WHAT constitutes safe tires insofar as tread wear is concerned brings into the limelight the use of tire regroovers for the purpose of getting maximum mileage in a safe manner.

Most truck operators are familiar with the fact that the tread design of a new tire only goes to about 55 or 60 per cent of the depth of the rubber tread on that tire. Tire makers would like to make that tread deeper, but when they do, the tread cracks or peels off, necessitating the leaving of a base on a new tire tread. This base varies from 40 to 50 per cent on different makes of tires, so, in a number of cases, when the original tread is worn off, the tire is only half-worn out.

By regrooving such half-worn tires, that is, restoring the original tread design or one which is very efficient in stopping a truck in wet weather, the full mileage originally built into the tire can be realized.



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and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

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TRUCKS (Refrigerator)

Notting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.

TRUCKS (Tying)

Easton Car & Construction Co., Easton, Pa.
(See advertisement elsewhere in this issue.)

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B. Long Beach, Cal.
(See advertisement elsewhere in this issue.)
Notting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Van Tire Tools, Inc., Philadelphia, recognizing the economy of regrooving, has developed a regroover together with special patented blades which make it easy for any operator to operate. This combination makes it possible to regroove truck tires cold while still mounted on the vehicle. However, the Van tool will work easier when heated.

Cold regrooving of tires applies to the inside duals on the rear as well as all other tires. An instruction book well illustrated, tells how to do it and also cautions against spending from \$15 to \$20 for a retread before the full mileage wear



built into the tire has been reached. Too many operators are retreading tires whose treads are only half worn off.

The Van regroover can also be used to de-skid any new rib tread tire. This is accomplished by the simple process of putting some knife cuts at various spaces directly across the tread.

Pennsylvania has started legislation that may possibly be copied in other States: no automobile or truck can get an inspection sticker with less than $\frac{1}{8}$ in. tread design on all tires. As a result, a regroover will prove a handy tool to have available. The Van standard model costs \$19.75. Inquiries should be addressed, **Van Tire Tools, Inc., 160 No. 22nd St., Philadelphia. DandW.**

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Fig. 769
Pat. Applied for

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SOME OTHER AVAILABLE STYLES



Fig. 753
4-Wooden Stakes



Fig. 772
1 Rack



Fig. 757
2-Bar Handles



Fig. 760
1-Bar Handle

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Miss. Valley Group to Meet in St. Louis Oct. 14 and 15

The 22nd annual convention of the Mississippi Valley Assn. will be held in St. Louis, Oct. 14 and 15, following the precedent of last year which advanced the convention dates from late November to October. The convention sessions will be held at Hotel Statler.

The association's traffic committee will hold a 2-day meeting in advance of the convention at Hotel Statler on Oct. 12 and 13, and the committee on the use of water resources will meet on Oct. 13. Both committees will submit their annual reports to the convention.

The war in Europe and the important problems confronting the Mid-Continent area will make this convention one of the most significant in the association's history. With the Nation's efforts concentrated today on national defense, one of the vital subjects on the convention agenda will be the role of the inland waterways in our national defense program.

The association has pointed out that the Mississippi Valley is the logical place to concentrate the Nation's industrial preparedness. The Valley is protected against attack by natural barriers of mountains on both the East and West borders. It is remote from the seacoast. In this area are located most of the natural resources and here most of agricultural products are produced. Here, too, the inland waterways are available to transport coal and other raw materials to the factories, releasing the railroads and the truck lines for fast-moving freights, supplies and the movement of troops.

The convention program, now being formulated, will include addresses by high Governmental officials and members of both Houses of Congress, authorities on transportation, conservation and foreign trade, and leaders of industry and agriculture. The annual dinner of the association will be held Monday night, Oct. 14.

The St. Lawrence Project Revived

The current revival of active discussions of the St. Lawrence power project, which had lain relatively dormant after Secretary Hull had submitted proposals to Canada covering the subject in May, 1938, was inevitable under the joint defense program that is being worked out between the 2 countries. President Roosevelt has pointed out, in announcing resumption of discussions, that the project this time is to be limited to power development, and that the navigation aspects, which had hitherto played the chief role, would be dropped.

There are several reasons for believing that Canada will be more interested in the joint development of the St. Lawrence now than was the case 2 yrs. ago. First, the limitation of the project to power should reduce its cost sharply, while the United States Government might be willing to finance Canada's share of the investment as part of the national defense program. The huge expenditure involved was the chief reason for Canada's reluctance to embark upon this development in the past.

Furthermore, the shortage of power in Eastern Canada is becoming steadily more evident. The stimulation of Canadian industries by war preparations is intensifying the power shortage, but electric production was rapidly approaching capacity levels last year even before the war began.

Opposition in the United States to the St. Lawrence development would probably be substantially reduced if it were restricted solely to power. Much of the opposition has come from civic bodies, railroads and other interests who argue that the diversion of a large volume of freight traffic from existing channels to the St. Lawrence waterway would be injurious to the interests of the United States. The electric utilities in this country, that would be affected, would doubtless be ready to cooperate in the development if the additional power generated were to be sold through existing private dis-

tribution facilities only as required, instead of being thrown on the market to create a surplus of electrical energy that would demoralize rate structures. If the demand for power in the St. Lawrence area should continue to grow over the next 2 or 3 yrs., the added production could be absorbed readily by the time the development is completed by the utilities now operating in that region. Furthermore, President Roosevelt has indicated that the St. Lawrence development would not be used as a nucleus for a Federal power grid for the Northeastern States, as has been feared.

In any event, extensive additional study is required before the St. Lawrence power project can be formulated intelligently in the light of the changed conditions brought about by the national defense program and our closer cooperation with Canada. The cost of the proposal as modified must be computed anew, to determine its financial aspect. The extent to which navigation aspects are to be dropped from the development should be clarified. Furthermore, a definite policy for the distribution of the power should be adopted in advance and strictly adhered to, so that the inauguration of this project would not interfere with and hamper future construction plans of the private utilities operating in the Northeast.

T. A. D. Jones New Haven Terminal Ready

The New Haven Terminal, Inc., New Haven Conn., of which T. A. D. Jones is one of the incorporators, has filed papers of incorporation with an authorized capital fixed at \$250,000 worth of preferred stock and 10,000 shares of common with no par value. Business is to start with a capital of \$130,000.

The company recently acquired a 4-story silk mill having an 800-ft. frontage on the Eastern side of New Haven Harbor. The building will be used for warehousing. Since its purchase, steps have been taken to construct a 500-ft. pier from the property, and to dredge a channel deep enough to handle all but the larger ocean-going vessels. The terminal will be used mainly by inter-coastal carriers, especially those carrying fruit from the Pacific Coast for distribution in New England. It is expected also that many materials for Connecticut industry will pass through the new terminal.

West Hails Maritime Com. Ban on Preferential Rates to East

Southern California cement companies view with satisfaction the U. S. Maritime Commission's recent ruling banning preferential rates to Atlantic Seaboard shippers.

The Maritime Commission directed its division of regulations to request Atlantic Zone Conference to cancel preferential rates on cement and other cargo and the tariff rule granting 25 per cent reduction on cargo assigned to Government departments. It also directed the division to request the Panama Canal to eliminate its "purchase conditions," a provision requiring shipment by Panama Railroad Steamship Co., if cargo moves through New York. The action will permit Western building and cement manufacturers to bid on many thousands of tons of cement, tile, iron and steel specialties already up for contract.

Cement rates from New York have been as low as \$2.50 and \$3.50 per ton, while Pacific Coast rates have been \$6.50 and \$7 per ton.—Herr.

Shell Marine Terminal at Winona, Minn.

The Shell Oil Co. has purchased about a half-acre of river frontage from the city of Winona, Minn., upon which it will spend \$40,000 this Fall building and developing its marine terminal. The firm will construct a 30,000-barrel steel tank on the site.—W.T.N.B.

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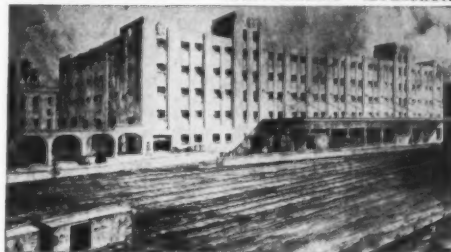
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There's Profit in Accident Prevention

(Continued from page 39)

motor vehicle accidents and such high insurance rates is that so much of what we hear about the causes of accidents is inaccurate. Auto and truck accidents are usually reported as being caused by "speeding," "careless or reckless driving," or "defective vehicles." These are not the real causes. Here are some facts about the real causes of motor vehicle accidents. *First*, 7 per cent of all accidents are due to mechanical defects of motor vehicles, 3 per cent are caused by some defect in the roadway, and 90 per cent are due to some mental failure on the part of the driver. *Second*, about 97 per cent of all the drivers whose cars or trucks killed or injured someone last year had one or more years of driving experience—they were not green drivers.

What are these mental failures that are responsible for such a large percentage of serious accidents?

First. Failure to keep the mind alert, ready for quick decision and quick action. In 1938 the records reveal the surprising fact that 97 per cent of the drivers involved in fatal accidents were experienced drivers. In a large per cent of these accidents the minds of the drivers were not quick enough at the critical moment.

Nearly all serious hazards arise suddenly and unexpectedly. The following hazards illustrate:—

- A child darts out from the curb.
- A speeding road hog cuts you off at an intersection.
- A drunken driver rushes toward you on the wrong side of the road.
- A woman suddenly crosses the street between intersections.

Today there are some 40 million drivers on the road, and every year the number increases. The speed of cars increases every year which means an increase of hazards on the roads, sudden and unexpected hazards. Your 2 most valuable pieces of equipment to cope with these hazards are an alert brain and a quick eye.

Second. Lack of will power. One driver with a long record of safe driving put it in a nutshell when he said: "It takes guts to drive 8 hrs. a day on the road without letting up." We bring our will power to bear only on those things in which we are really interested. If a driver is not wholeheartedly interested in safety, is not sincerely concerned with protecting human life, if he does not take pride in becoming a safe driver, he will not have the grit and backbone to keep awake and alive every minute on the road ready to meet any hazard which may arise.

The executive in his personal contact with the drivers during the monthly meetings, and in the messages on the blackboard, can do much to build up in the minds of the drivers this wholehearted interest. In every commercial fleet in which a good record has been made in eliminating accidents, the executives have taken the lead in arousing the desire to make a good record.

Third. Failure to see danger in time. If a driver doesn't see danger in time, all his skill goes by the boards; he is as helpless as a green driver. Scientists tell us the human eye is quicker than the brain. If a driver has a brain that is rather slow to act, he can overcome this handicap in part, if he will concentrate his attention on the road and see danger far enough ahead of time to give him a chance to act.

During a rain storm, the driver of a bus on one of the most congested streets of New York City suddenly saw a child dart into the street, 100 ft. ahead. He put his brakes on, but he could not stop in time to save the life of the child. The cause of that accident was the failure of the driver to see the child in time.

Fourth. Miscalculation of the speed and stopping distance of your own car or the approaching car. Every driver must not only know, but must keep constantly in mind the following facts:

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A car traveling 20 m.p.h. goes 30 ft. every second.
 A car traveling 30 m.p.h. goes 45 ft. every second.
 A car traveling 40 m.p.h. goes 60 ft. every second.
 A car traveling 50 m.p.h. goes 75 ft. every second.

Another fact of equal importance for a driver to keep in mind is the fact that it takes one second for the average brain to act. I once heard an old experienced driver, who had made a good record in avoiding accidents, make this statement, "The most valuable fact I have learned in my 20 yrs. of driving, and the fact that I keep constantly in mind, especially when driving down a street where children are at play, is this: when I am traveling 40 m. p. h. and I see a child suddenly dash into the street, I know that from the moment when my brain decides what to do and sends the message to my foot on the brake, and before my foot starts to move the brake, one second has elapsed. During that second my car has traveled 60 ft., and it will travel 104 ft. more before my brakes can stop the car."

Fifth—Ignorance. A large number of serious accidents occur because the drivers are either ignorant of the character of the hazard or at the critical moment do not keep the facts in mind. A perfect illustration of this is the failure of drivers to cope with the child hazard. I believe it is not too strong a statement to make that a majority of the fatalities and serious injuries to children would be avoided if drivers would keep constantly in mind that children are creatures of impulse, a child doesn't know what he will do the next second, and the driver doesn't know. Therefore, the one safe rule to fall back on when children are near is to drive as though the unexpected will happen.

The writer of this article once saw an 8-yr. old child killed in an accident which illustrates perfectly a violation of the above rule. A driver was coming down a sloping street when he saw a baby toddle out from the curb and start across the street. The driver slowed down but did not stop. When the baby reached the middle of the street, its 8-yr. old sister, suddenly seeing the child, dashed out to grab her, and in so doing, fell to the street. The driver was unable to stop his car in time to save the older child. This accident was a flagrant violation of all the rules of safe driving and revealed complete ignorance of the impulsiveness of children.

The points emphasized in the foregoing may also be applied to the pedestrian hazard. Pedestrians are impatient, they don't like to wait, they take chances. If a driver does not keep constantly in mind the careless habits of pedestrians at intersections and pedestrians crossing between intersections, he is sure to meet disaster, sooner or later.

Sixth. Foolish and unnecessary hurry. Hurry is the mental failure responsible for dangerous speed—the cause of the greatest number of deaths and serious injuries in the U. S. What do we mean by dangerous speed? We mean just one thing:—driving too fast for conditions. Twenty miles per hour is not fast driving, but it may be dangerous speed where children are playing. On the other hand, 50 m. p. h. may be safe speed on an open highway on which few cars are traveling.

Why do drivers hurry? "To save time," they say. How much time do they save? One minute, 2 minutes, seldom more than 5. In a certain baking company, a dozen drivers made a test for one week. At the end of the week they reported that if a driver is tempted to take a chance at a street intersection 25 times during a day, and each time does not yield to the temptation, at the end of the day he will have lost only 4 minutes—but he will go home alive and with his job.

In Chicago this test was made. Two drivers were asked to drive to a suburb 20 miles away. One driver was instructed to observe every rule of safe driving. The other driver was told to disregard all safety rules and traffic laws and to get to his destination as quickly as possible. The safe driver arrived just 4 minutes behind the reckless driver.

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Established 1860



THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, OWA, MTA of
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Hauling member Allied Van Lines, Inc.

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GENERAL MERCHANDISE
STORAGEPool Car Distribution—
City Delivery ServiceDirect Switching Connections into Warehouse
Pennsylvania RailroadTERMINAL REFRIGERATING &
WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

TORRINGTON, CONN.

Established 1860



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STORAGE WAREHOUSES

One of New England's Largest Trans-
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Household Goods Packed, Stored, Shipped.

Merchandise Storage and Distribution.

Pool Cars Distributed in All Parts of Connecticut.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

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Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

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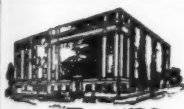
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(See Page Advertisement Directory Issue)

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Manhattan Storage & Transfer Co.

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Household Goods storage, packing, shipping. Pool Car Dis-
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Lift vans local delivery.

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SHIPMENTS DELIVERED AT CURRENT
RATES IN WASHINGTON AND VICINITYSecurity Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both
in and from Europe and South America. All risk insurance if desired.

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Fireproof Storage Warehouses

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TRANSFER &
STORAGE CO., INC.

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A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

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UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

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Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

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BONDED
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Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
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Agents Allied Van Lines
National Movers
Members: AWA—NFWA

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TAMPA COLD STORAGE & WAREHOUSE
CORPORATIONLoans on Stored Commodities. Sales Representation. Privately Bonded.
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D and W, October, 1937

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Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

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Affiliated with

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The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points

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Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

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POOL CAR DISTRIBUTION

MODERN FIRE PROOF BUILDINGS

C. OF GA. RY. SIDING

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"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

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SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED
1917

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Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,

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General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

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WHEN SHIPPING GOODS TO HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence Solicited

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

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Combine your Chicago Office and your Warehouse

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

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Deal in Chicago

for Competent and Complete
Warehouse Service

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Distinguished by:

- Central Location
- Union Freight Station
- Private Paved Streets
- Ample Swift Elevators
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- Free from Congestion
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- and Many Other Features

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**DOWNTOWN
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Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
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CROOKS TERMINAL WAREHOUSES

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SOUTH SIDE WAREHOUSES

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Capacity 1200 Carloads

Insurance Rates as Low as 12c.



SOUTHSIDE RESHIPPING WAREHOUSES
CHICAGO

CHICAGO'S MOST MODERN
WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California

LIBERAL LOANS MADE ON STAPLE COMMODITIES

Jewel Tea's Traffic Problem

(Continued from page 27)

the products into and out of the Jewel home plant.

Many of the products sold through wagon routes are packaged in the company's own plants; others, however, are purchased already packaged under the Jewel label. Surveys are continually made to determine whether the shipping containers can in any way be improved. Some years ago, the shipping container for coffee was changed from solid fibre to "B" flute, which not only weighs less, but also costs less. Through this change, a considerable annual savings was effected on the 500,000 of such shipping containers used annually. The reduction in shipping weight, on which freight charges are based, amounted to 1,000,000 lbs. at an estimated saving in freight charges of approximately \$6,000 a year. This amount does not include the savings on the containers themselves.

In the interest of claim reduction, containers and packages are constantly being examined and analyzed for possible improvement in riding and wearing qualities. Packing instructions are also frequently reviewed and revised. Particular attention is also given to loading and stowing instructions, and these, too, are constantly reviewed and revised in conjunction with the research studies of the Association of American Railroads. Claims, of course, are a source of economic loss. Every effort is, therefore, made to reduce them to a minimum. A glance at the records of the traffic division shows that the number of claims paid were reduced from 10,674 in 1937 to 8,950 in 1939, a reduction of 15 per cent. For the first 24 weeks of 1940 there is a further reduction of 170 for a similar period of 1939, another 4 per cent. These reductions were secured in the face of a consider-

able increase in tonnage and in the number of shipments made.

With the thousands of items that are being handled, it is mighty important to check freight rates applicable to each commodity. Tariff files must, therefore, be maintained and rates constantly kept in mind. This entails considerable study, as will be realized when it is seen that practically all forms of transportation are used—ocean vessels, lake boats, river barges, railroads, truck lines, express, and even air transportation. The tariff schedules of each of these forms of transportation must be studied to ascertain what rates apply. They are also used to audit transportation bills. Any overcharges which occur are charged to and collected from the carriers responsible for the mistakes.

The traffic division works in close co-operation with other departments of the business, particularly the purchasing department, the production department, and the sales department. The purchasing department must be given transportation costs and routing information. The production divisions and plants need the help of the traffic department for the expediting of delivery of raw material, products, and merchandise. The sales department and branch operating division must be furnished with statistics showing the territory in which the company can profitably operate from a transportation standpoint. The shipping division also needs help in the way of rules and regulations covering packing, loading, and unloading. Agreements covering car demurrage are made by the traffic department, side-track agreements are executed, and track repairs are handled by the department.

The Jewell company has grown throughout its career since its beginning in 1899 in spite of the years of depression. In 1939 there were 1,277 more people on the payroll than in the prosperous times of 1929. The idea back of the early beginnings was to supply quality products, give friendly advice, and offer premiums with a

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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CHICAGO'S LOOP WAREHOUSE
C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

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427-473 W. ERIE ST.

Complete Facilities for Merchandise
Storage and Distribution

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Member A. W. A.

Griswold-Walker-Bateman Co.

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CHICAGO

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

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A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED
TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

MIDLAND WAREHOUSES, INC.

1500 SOUTH WESTERN AVENUE, CHICAGO, ILLINOIS

ATTENTION
ALL READERS

Some of you are not yet aware that D and W is now edited primarily for the USER of public warehouses; the warehouse customer or prospect.

customer's first order. Premiums, generally speaking, were not new, but it was original with Frank V. Skiff and Frank P. Ross, the founders of the company, to advance a premium with a customer's first order,—some useful and valuable household article which she could enjoy using while credits from her grocery orders paid for it. Salesmen (now numbering 1,553) call on their customers on regular days and always at approximately the same hour on that day. The merchandise a customer orders on the previous trip must be delivered on the next trip. Therefore, a very essential part of the traffic division's work is to see that the system of getting stock into the hands of the salesmen functions smoothly and efficiently. To many of the distributing centers, the merchandise is shipped in carload lots. Shipments from the branches to the salesmen are usually l.c.l. and are pooled into carloads to reduce freight expense and handling. The 116 stores in the Chicago area are supplied from the home plant.

Careful management in the matter of proper and effective distribution, rate adjustments, modernization and modification of rules and regulations, changes in methods of shipping, and expediting deliveries, have been a real factor in helping to build up the Jewel company from small beginnings to its present proportions.

Security Storage Observes
50th Anniversary

The Security Storage Co., Washington, D. C., celebrated its 50th anniversary last month. This company is claimed to be the oldest fireproof depository for household goods in the United States. The first section of the present depository was built in 1890 as the Safe Deposit and Storage Department of the American Security and Trust Co. In July, 1906, the business was incorporated as the Security Storage Co., the American Security and Trust Co. retaining a large interest.

The company has been a pioneer in many things, notably the application of cold storage as a means of protecting and preserving furs and fabrics (1895); conducting the first experiments on the effect of varying temperatures on clothing moths, their eggs and larvae; introduction of the first padded moving van to Washington (1891); introduction of the steel lift van for overseas removals of household goods and establishment of an office in Paris to handle foreign business; and conducting an early investigation into the use of hydrocyanic acid gas and other fumigants for the destruction of insect pests, installing a fumigation chamber for the experiments.

During its 50 yrs. of existence the company has had but 2 chief executives, the late Albert M. Read, its first president until 1918, and Clarence A. Aspinwall, the present head of the concern.

Los Angeles at top
on Exports—Imports

California, Washington and Oregon ports recorded total exports valued at \$394,979,982 and imports of \$200,605,885 during the fiscal year 1939-40 for a grand total of \$595,585,867, as compared with \$522,327,703 for the fiscal year 1938-1939.

The totals represented 10.3 per cent of national exports for the same period and 7.9 per cent of the imports. Los Angeles Harbor ranked highest among Pacific Coast ports in both exports and imports for the 1939-40 fiscal year. It accounted for 39 per cent of the total Pacific Coast export trade.

A tabulation of Pacific Coast export and import activity for the two fiscal years is as follows:

	EXPORTS		IMPORTS	
	1939-40	1938-39	1939-40	1938-39
Los Angeles	\$154,324,656	\$137,636,867	\$77,981,025	\$74,384,695
San Francisco	128,306,927	129,867,238	74,084,307	58,900,018
San Diego	6,487,493	5,178,489	2,574,479	2,617,124
Total Cal.	\$289,119,076	\$272,502,614	\$154,639,811	\$132,902,147
Washington	89,823,863	67,916,502	38,375,096	34,213,418
Oregon	25,037,043	31,570,335	7,590,978	7,722,085
Pacific Coast	\$394,979,982	\$371,989,451	\$200,605,885	\$180,338,232
				—flerr

CHICAGO, ILL. Store! Distribute! Manufacture! in

North Pier Terminal

589 East Illinois St., CHICAGO, SUP. 5606

Lease office, storage and/or manufacturing space (1,500,000 sq. ft. in sprinklered buildings). Ins. rates are low. LOCATION is central, near loop, at mouth of Chicago River. TRANSPORTATION facilities unexcelled. Boats dock at our doors (2,500 ft. of dockage). Direct tunnel connection, all railroads. Consolidated free pick-up service for over 100 highway truck lines. C & NW sidings (capacity 150 cars). We furnish stevedores, extra help. Gen. storage, storage in transit, pool car distribution, customs bonded. Write! Ask for our monthly publication. It is free. (New York Office: 25 Beaver St. Tel. HAN. 2-1172.)



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Soo Terminal Warehouses

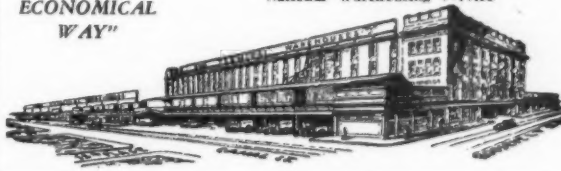
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COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without Offices. Trackage—Free Switching—Fireproof

Represented by National Warehousing Service

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ECONOMICAL
WAY"

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Household Goods Storage
Moving—Packing—Shipping

Established 52 years

**PETERSON
FIREPROOF WAREHOUSE**1011-13 East 55th St.
Agent Greyvan Lines

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SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

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THOMSON TERMINALS INC.

346 W. Kinzie St. C. M. St. P. & P. R. R.

BROKERS REPUBLIC WAREHOUSE CO.

409 W. Ontario St. C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made

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Est'd. 1884

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

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WAREHOUSE**

One Half Million Sq. Ft. of Modern Warehouse Space.

Warehousing—Brokers Offices. U. S. Customs Bonded Stores.

Shipments received and dispatched by water - rail or truck. Private track of Pennsylvania R. R. direct into Warehouse. In the heart of downtown Chicago.

310 West Polk St.

One block from Main U. S. Post Office



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YOUR CHICAGO BRANCH**

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

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**Decatur Warehouse Company
(SHUMATE TRANSFER)**

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TRANSFER—STORAGE—DISTRIBUTION
MOVING—PACKING

Licensed—Bonded—Insured Carriers

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"Building A Better Warehouse"

METROPOLITAN WAREHOUSE CO.
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Telephones 501 and 502

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MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges.

Chicago freight rates apply.



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FEDERAL WAREHOUSE CO.

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Peoria is the logical Center of Distribution for Illinois. We will be pleased to explain our service and facilities.

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 - Fireproof Building; Sprinklered
 - Low Insurance Rate
 - Private Siding
 - Motor Truck Terminal
- 801 SO. WASHINGTON ST.

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Modern Plant C.&N.W. Siding Free Switching
 "Sparkling Service"

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 EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"
 With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T. Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.
 Write for booklet completely describing the many unusual services available.

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FIREPROOF AND NON-FIREPROOF BUILDINGS.
 Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
 Wabash R. R.—Private Sidings—Pool Car Distribution

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PETTIT'S STORAGE WAREHOUSE CO.
 "Fireproof" Buildings
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries. Private siding

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GREAT LAKES WAREHOUSE CORPORATION
 General Merchandise—Storage and Distribution

Established 1922

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Mobile LCL Refrigeration

(Concluded from page 33)

thermostatically-controlled from the food storage compartment. Any rise in temperature will cause the thermostat to open the valve automatically, immediately causing the pump to circulate the cold refrigerant. As soon as the temperature rises to the thermostatic setting, the valve closes. With this mechanism, temperature within the cabinet is maintained with less than 2 deg. variation and with equal distribution throughout the space, with a range from 60 deg. above zero to 30 deg. below.

The extent of use of equipment based on the patent-protected McCoy principle will undoubtedly be into all fields of mobile refrigeration. The McCoy system is adaptable for any size or shape of container. Entire motor trucks, freight cars, or ships' holds may be refrigerated economically and dependably by this system. In order to meet the desperate need of quick frozen food shippers for absolutely dependable means of below zero temperature-controlled refrigeration, immediate production of McCoy dry ice units will be principally of mobile L.C.L. containers.

There are no moving parts and no mechanism except a thermostat, a valve, and a diaphragm pump. In any case, the additional weight involves little more than the weight of the ice, and because the efficiency of the ice is increased nearly 90 per cent, only small quantities of dry ice are required for ordinary refrigeration.

Extensive tests have been conducted at Oregon State College under the direction of Professor S. H. Graf on the McCoy principle during the past 2 yrs. with results in efficiency and performance equalling most stationary refrigeration systems. Experimental runs with L.C.L. containers by Consolidated Freightways are proving highly satisfactory. The Toone-McCoy Corp., Portland, Ore., controls the patents on the McCoy system.

Maryland Attorney-General Rules on Intrastate Commerce

The consignment to a Baltimore concern for resale or direct solicitation of orders within the State does not constitute intrastate commerce, according to a ruling of the Attorney-General of Maryland. Furthermore, the Attorney-General ruled that shipment to a Baltimore agent for delivery is held immaterial.

This ruling was given in reply to a request of Harry O. Levin, chairman of the State Tax Commission, who wanted to know whether certain foreign (out of the State) corporations are engaged in intrastate business so as to subject them to the qualification requirements of Sec. 119 of Article 23 of the Code.

One of the concerns in question is the Lily-Tulip Cup Corp., a Delaware corporation, engaged in the manufacture of paper cups with its principal office in New York City. This manufacturer's products, it was pointed out, are sold in Maryland in 2 ways. First, it has an arrangement with the B. F. Bond Paper Co., a Baltimore wholesale paper house, 33 S. Hanover St., whereby its containers are shipped to the Bond Co. on consignment. The consignee makes the sales to its own customers out of the consigned stock, and once a month is billed by the manufacturer at regular wholesale prices for the merchandise sold during that month.

In addition, the manufacturer sells its containers to certain ice cream and food packers. These sales cover special containers imprinted with the name and product of the particular customer, and are made pursuant to seasonal contracts accepted at the New York office. Ordinarily, the specially imprinted containers are kept in a New York warehouse and shipped from there as required. However, in order to meet emergencies, the

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manufacturer maintains a small stock with the Bond Co. but this can only be used, because of the special imprints, to fill the orders of the special customers.

It was further pointed out that the manufacturer states that it does not rent any space, warehouse or office in Maryland; that all the imprinted stock is sold before it reaches Maryland, and that the consigned stock is sold locally by the Bond Co. to Bond's own customers. Under these circumstances, it was pointed out, the manufacturer contends that it is not engaged in intrastate business.

The Attorney-General stated in his opinion, that "few fields of law offer more difficulties than this one. The distinction between interstate and intrastate business frequently rests upon subtle refinements and the innumerable cases are not easy to reconcile." The Attorney-General then cited a number of cases of a similar character.

"As a result of the shipments on consignments to the Bond Company," the Attorney-General ruled, "it is clear that intrastate business is done, but if this intrastate business is the business of the consignee acting on its own behalf and not as an agent of the consignor, then the consignor cannot be required to qualify." The Attorney-General then cited the case of a somewhat similar consignment arrangement which involved Butler Bros. Shoe Co., vs. U. S. Rubber Co. He also cited other somewhat similar cases to sustain his reasons for his ruling.

The Attorney-General pointed out among these cases that "the cases generally recognize that the mere shipping of goods into a State on consignment, to be sold there by the consignee, does not constitute intrastate business on the part of the consignor. However, each case must stand on its own facts, and if the consignor exercises sufficient control over the subsequent sales by the consignee, the result may be that the consignor is transacting intrastate business through the medium of the consignee as its agent. No general statement as to how much control is necessary to bring about this result can be made.

"This leaves for consideration the sales which the Lily-Tulip Cup Corp. makes directly to local packers. It is clear that the solicitation by a foreign (out of State) corporation of orders within the State, and the sale and shipment of goods pursuant thereto, constitute interstate commerce, and the mere fact that shipments are made to an agent in the State for delivery, in lieu of shipments direct to the customer, is immaterial.

"In essence, that is all the Lily-Tulip Cup Corp. is doing with respect to its special customers. We do not mean to say that a foreign corporation is free to maintain a stock of goods in this State and then negotiate sales thereof or otherwise carry on its business with respect thereto. Obviously, the immunity attached to the original interstate shipments does not extend to all subsequent activities of the shipper's agents with respect thereto.

"From the foregoing, it is our opinion that, on the facts before us, the Lily-Tulip Cup Corp. is not engaged in intrastate business."

The Attorney-General made a similar ruling in the case of the H. D. Rosen Co., a New York corporation, which has no office, warehouse or other premises in Maryland, but "is represented by a traveling salesman who maintains a small stock of printing inks in his home. The small stock in the personal possession of the salesman is merely incidental to the interstate business which is being done."—*Ignace*.

San Francisco Storage at Capacity

With comparative labor peace on the West Coast at present, despite a jurisdictional dispute involving A. F. of L. and C. I. O. waterfront workers, and good business in San Francisco, warehouse operators there report a very busy period, with buildings full and considerable seasonal movement of commodities. Canned goods, sugar, coffee and similar foodstuffs are most active.

S. M. Haslett, Jr., secretary and manager of the Haslett Warehouse Co. and vice-president of the California Warehousemen's Assn., is of the opinion that the good business at present is due to normal seasonal factors, and cannot be attributed to war preparations or national defense plans. The latter are not materially affecting the warehouse industry at present, according to the claims of warehouse operators.—*Gidlow*.

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Cal. Truck Revenue Double That of Rails

Estimated gross revenue figures prepared by the California Railroad Commission based on the one-fourth of one per cent tax paid for defraying C.R.C. expenses, disclose that the trucking industry led all other carriers in earned income for freight hauling within the State during 1939.

The trucking data pertains to hauls of common and contract carriers only, and does not include operations of city drayage firms. The summary reveals that all classifications of freight haulers earned revenue totaling \$119,731,200 in 1939. Of this amount, \$78,493,324, or 65.6 per cent, accrued to motor truckers, an amount more than double that of steam railroads, which were second with an earned income from freight hauling of \$34,097,248, or 28.5 per cent of the year's total.

The report reveals that trucks were the only haulers to show an increase in their proportion of total volume of freight hauled over the peak year of 1937, when the industry earned \$78,657,023, or 63 per cent of the total of \$124,548,696 earned by all freight haulers.

The comparative figures are:

Classification	1937	Per Cent of Total	1938	Per Cent of Total
Steam Railroads...	\$37,961,880	30.4	\$32,300,204	27.8
Electric Ry.	1,929,708	1.8	1,915,216	1.6
Water Carriers ..	3,062,288	2.4	2,741,520	2.4
Railway Express Agency, Inc.	1,357,349	1.1	1,398,358	1.2
Other Express Carriers	1,580,448	1.3	1,279,456	1.1
Highway-Common Carriers	78,657,023	63.0	76,507,978	65.9
	\$124,548,696	100	\$116,142,732	100
Classification	1939	%	Inc. Over 1938	%
Steam Railroads..	\$34,097,248	28.5	\$1,797,044	5.6
Electric Ry.	2,038,768	1.7	123,552	6.5
Water Carriers ..	2,517,248	2.1	224,272	8.2
Railway Ex. Ag. ..	1,342,999	1.1	55,359	4.0
Other Express ...	1,241,613	1.0	37,843	3.0
Highway-Common Carriers	78,493,324	65.6	1,985,346	2.6
	\$119,731,200	100	\$3,588,466	3.1

—Herr

1,000,000-Lb. Govt. Moving Job on W. Coast

One of the largest movements of household goods to be handled recently in the Far West was awarded to Bekins Van and Storage Co., San Francisco, aided by the Yellow Way Van Lines (Peeters and Sons Van and Storage Service) and the Mollerup Van Lines of Salt Lake City.

This Government job, hinging on national defense plans, involved the moving of the Hamilton Field bombing base from the Golden Gate area to Fort Douglas, Salt Lake, Utah. It was estimated that close to 1,000,000 lbs. of household goods were included in the transfer of the officers, men and their families to the new base. Transfer, packing and unpacking had to be effected in 2 weeks. The job, due to be completed Sept. 14, was on schedule as this was written.—Gidlow.

Newark, N. J., Raises Moving Rates \$1 an Hour

Moving rates in Newark, N. J., and the vicinity were scheduled to go up \$1 an hour, according to predictions early in September by members of the Van Owners' Assn. of New Jersey. The accepted rates, before the increase, were \$6 an hour for a van and 4 men. A boost to \$7 and \$8 was expected, starting Sept. 23 and lasting until about Oct. 5.

One reason given for the increase is the obligation to hire men several days in advance of the October boom period. The workers must be experienced and if the jobs are not contracted with the hoped for frequency, the van operators must pay salaries of their unproductive manpower.

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Established 1894
General Merchandise Warehouses
UNION WHARF, BOSTON
Free and Bonded Storage
Connecting all railroads via
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One of the Chain of Tidewater Terminals
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Unexcelled Facilities for General Merchandise Storage
Out of the Congested Areas
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A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

Vehicle Scales

(Continued from page 42)

to present weighing needs, but also to needs anticipated for the succeeding 10 yrs. or so.

Motor truck loads may be concentrated over the rear axle or axles to the extent of 85 per cent or more of the gross weight of the loaded truck. "Motor truck" scales are designed for these concentrated loads and are considered suitable for the weighing of motor truck loads equaling the nominal capacities of the scales. On the other hand, a "wagon" scale is primarily designed for the weighing of vehicles on which the load is distributed equally among the 4 vehicle wheels, and its nominal capacity is arrived at accordingly. Consequently, a "wagon" scale may be said to be overloaded when one end is subjected to a weight of more than 50 per cent of its nominal capacity. Thus, a wagon scale is considered suitable for the weighing of motor truck loads up to 60 per cent of its nominal capacity.

When a scale is overloaded, breakage of parts may occur and weighing results are not to be depended upon. Since wagon scale capacities do not normally exceed 20,000 lbs., it follows that in general a wagon scale should be purchased only in those cases in which contemplated motor truck loads are not in excess of 12,000 lbs.; under present-day conditions, the selection of the "motor truck" type of scale is strongly to be recommended.

It will be found good economy, in the long run, to select a scale having a nominal capacity 20 per cent or more in excess of the actual anticipated needs; this will promote longer life of scale parts and will also tend to insure against early obsolescence of the scale because of inadequacy of capacity to meet unanticipated weighing demands.



This Toledo scale is at the Western Electric Co.'s Hawthorne works in Chicago.

The weighing of vehicles one end or one axle at a time may result in seriously inaccurate weighing results. Therefore, the length of a scale should be adequate to accommodate in its entirety the longest vehicle which it is proposed to weigh. Usually full trailers may readily be disconnected for weighing, but tractor semi-trailer combinations are frequently disconnected only with difficulty; moreover, many single truck units in service are of considerable length.

Since it is usually expensive and very unsatisfactory to undertake modification of an installed scale to increase its length, very careful consideration should be given to the question of length when selecting a new scale. Platform lengths of from 30 to 40 ft. are recommended unless the needs are known to be restricted to the weighing of relatively short-wheelbase vehicles. A minimum platform width of 10 ft. is also recommended.

The best insurance that the scale selected will be a satisfactory machine is to require in the purchase contract that the scale will comply with some adequate specifications. The best-known specification, and one which may well be used, is "Specifications for the Manu-

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Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

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New York, N. Y.—250 Park Avenue—Room 826
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

facture and Installation of Motor Truck Sales for Railway Service—1936" issued by the Association of American Railroads in a booklet entitled, "Scales." Copies of this publication can be procured at a cost of 25 cents each from the association, located in the Transportation Bldg., Washington, D. C.

In addition, in jurisdictions where inspections and tests are made by weights and measures officials, these officials should be consulted as to local requirements. Moreover, the purchase contract should contain a guarantee from the seller that the scale furnished will conform to all applicable weights and measures requirements.

Columbian Storage Officials
Acquire Vyn of Grand Haven

The Vyn Co., a trucking firm in Grand Haven, Mich., has been sold to Barend and John Zevalkink, president and treasurer, respectively of the Columbian Storage and Transfer Co., Grand Rapids, and David C. Doyle, of the Doyle Freight Co., Saginaw. All property, rolling stock and franchises of the Vyn company were involved in the transaction.

It is stated that local and long distance services of the Vyn company will be continued at Grand Haven, Muskegon and Holland. The company has been associated for some time with both the Doyle and Columbian companies in the United Terminal at Grand Rapids.

The Vyn business has steadily expanded since it was founded many years ago by Derk Vyn. In 1921, the company was known as the Five Brothers Transfer Co.—H. L. Spooner.

DETROIT, MICH.



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"The writer looks forward each month to reading D and W magazine, and very heartily recommends it to any industrial or commercial organization whether said organization maintains a Traffic Department or not, as there is much subject-matter therein which will prove very enlightening to those progressive individuals who are interested in the great accomplishment of the manufacturing and industrial fields of today."

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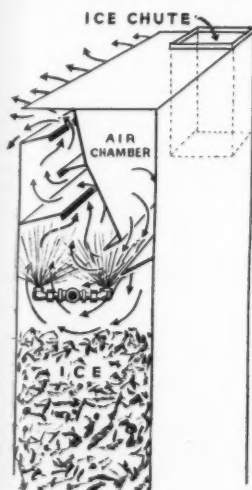
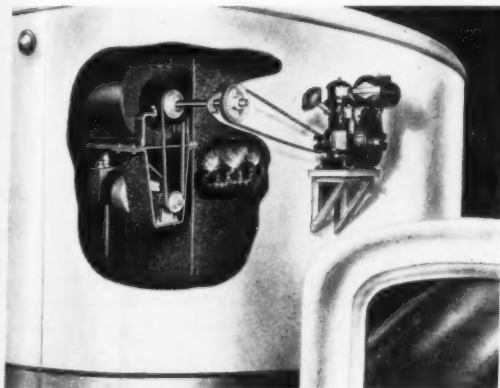
Services — Supplies and Equipment

Quick Frozen Foods Require Modern Trucks

(Continued from page 30)

York to Chicago in a railroad refrigerator car, and in which there was also loaded 26,000 lbs. of merchandise freight. There was an attempt to block off the cheese portion of the shipment, and it was serviced enroute with 5 tons of block ice. However, it arrived in such damaged condition, because of the presence in the car of other goods, that there was filed a \$700 damage claim. The problem of protecting small shipments of perishables became Zimmerman's hobby, assisted by his young wife who is now president of the Zimmerman Container Corp., Chicago.

The largest Zimmerman container is of such size that either 7 or 8 of them could be loaded in a railroad box car. The container can be easily handled with the aid of an adjustable lifting jack dolly at the front, and rear ball-bearing wheels. In outside dimensions it is 7 ft. long, 6 ft. high and 5 ft. wide. It has a welded steel undercarriage, strong wood frame, steel sheet outer covering, and interior of either treated plywood or metal. It has a very light aluminum foil insulation, is spaced for circulating air, and has inside tanks for either dry-ice or wet-ice brine solution. It also has a floorspace for a removable heater and receptacle for winter heating. Baffle plate adjustments permit the control of temperatures from 15 deg. below zero to 50 above. The container weighs about 1,500 lbs. When fitted for dry ice, it has about 160 cu. ft. of loading space, capable of holding 2,000 to 8,000 lbs. of perishable commodities, depending on density and how packaged. When fitted for wet-ice, there is 120 cu. ft. of loading capacity. It



Above and side—The D & G spray type refrigerating unit cools the truck by means of forcing air through a brine spray, the brine being formed by using water ice and salt, or just water.

As shown at left, the spray nozzles take the place of coils. The air is cooled directly. Drombold & Glenn, Chicago, is the maker.

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On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

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it's the A-B-C FIREPROOF WAREHOUSE CO.Distribution Cars are so handled as to
carefully safeguard your own interests
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Two Sprinklered
Warehouses, A.D.T.CARTAGE
Local Hauling
Modern TrucksPOOL CARS: Large enclosed Terminal for unloading
Cars. Prompt Service.

can be iced from the outside, and there is an enclosed water drain valve for outside control. The container will hold about 575 lbs. of wet-ice and salt; or 250 to 300 lbs. of dry ice. For shipping frozen foods delivered at temperatures of zero to 10 above, it is advised to use 400 lbs. of crushed ice and 30 lbs. of salt—or four 25-lb. cakes of dry ice placed at the top of the load. There are several other newer and smaller Zimmerman containers which will be mentioned later.

Quite similar in principle to the portable refrigerated container already described is the Portakold, made by the Gustin-Bacon Mfg. Co., Kansas City, Mo. This company specializes in railroad, oil field and mill supplies, and for about 4 yrs. has been making this all-steel portable refrigerator. Several hundred of them are now in use by various railroads, and in especially large numbers by the Missouri Pacific Lines and the Frisco Lines. This refrigerator, states the company, "enables the railroads to handle l.c.l. perishables in box cars, and thus avoid uneconomical use of large refrigerator cars for small shipments."

The large size Portakold has an outside overall height of 80 in., width of 49 in., and length of 100 in. It has a weight of 2,150 lbs., and loading capacity of about 100 cu. ft., which will take 2,000 to 4,000 lbs. of refrigerated or frozen produce, depending on its density and packaging. It has a welded all-steel frame, housing and lining, fibreglass insulation, and will hold 500 lbs. of water ice or 200 lbs. of dry ice, which will maintain desired inside temperatures for 72 hrs. without re-icing. The latter may be done from the outside. The interior is all-welded construction and entirely lined with galvanized iron. Two men can handle it with a 2-wheeled ball-bearing lift jack, and there is a built-in arrangement to permit secure anchorage to the car floor.

A new trend during the past year has been the development of a small Portakold, with capacity of about 45 cu. ft., and especially fitted for co-ordinated all-truck service. The Missouri Pacific is advertising such a new service, announcing "72 trucks now operating over 4,200 miles of highway." This railroad has 80 Portakold units available, each with a capacity of 4,000 lbs., loaded in regular set-out merchandise cars. These, it is stated, will provide temperatures of 12 to 25 deg. for frozen products, maintained 48 hrs. without re-icing. This service, the M.P. states, "combines the speed and dependability of rail transportation with the flexibility of highway carriers. Merchandise handling is expedited . . . deliveries of l.c.l. shipments advanced 24 to 48 hrs. at many stations . . . carload shippers benefit, too, as trains, relieved of local work, have been speeded up. Coordinated truck routes now supplement Missouri Pacific service along 4,200 miles of highway in Arkansas, Louisiana, Texas, Nebraska, Missouri and Illinois."

Some of the results from this service are indicated by a summary paragraph contained in a recent article in *Railway Age* (May 11, 1940). "In 1939," states the article, "the gross revenue on l.c.l. perishable traffic on the Missouri Pacific increased 16 per cent; the cost of ice and salt decreased 23 per cent, and the revenue after deduction of refrigerating costs increased 42 per cent, as compared with 1937. These results were accomplished while l.c.l. traffic in general on the M.P. was showing a decline of 9 per cent. The improvement was brought about by co-ordinating 3 different types of service for l.c.l. perishable freight, as follows:

"Curtained refrigerator cars, one end iced.

"Portakold portable ice boxes in regular merchandise box cars.

"Refrigerated compartments in road haul trucks."

There have been somewhat comparable developments during the past year in the use of new and smaller Zimmerman containers adaptable to rail-truck service and straight-truck service.

It is reported that 6 different railroad systems are now using the Zimmerman container, at least experimentally. The first was the Rock Island, in April, 1937,

(Continued on page 87)

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Grand Island, Nebr.
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Six warehouses in metropolitan St. Louis for your distribution.

Dock facilities at Warehouse No. 6, located on Mississippi River—
Exclusive with us in St. Louis.Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1,
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Complete Distribution Service—Low Insurance Rates—A.D.T. Ser.

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SHIPPERSCHOOSE YOUR
WAREHOUSES FROM THESE
COLUMNS—THEN TELL THEM SO.
THEY WILL APPRECIATE IT

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Make Our Warehouse Your Branch Office for
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General Merchandise Storage & Distribution, Household
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Most Modern Fireproof Warehouse
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27 million cubic feet of office, manufacturing and
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General Offices: 110 Edison Place, Newark, N. J.



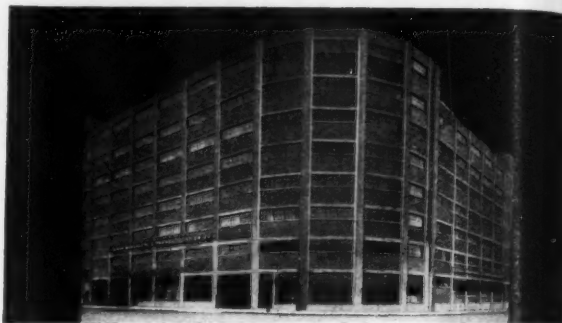
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26,000,000 people. Twenty years serving the largest nation-
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250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor
load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6¢
Siding on Lehigh Valley; and switching to and from Penn. R.R.
Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft.
Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler
sys.; local alarm sys.; Watchman; Ins. rate, 8¢ up to 16.7¢ Siding
on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wh. Act; U.S. In-
Rev.; U.S. Cust.; State. All employees bonded. Pool car distribution.
Motor terminal and transport service: Company operated fleet of
motor trucks covering the Metropolitan area with a regular delivery
service; Licensed and bonded trucks maintained to transport home
and imported merchandise. Special trucks and crews for delivery
and installation of electric refrigerators, washing machines, etc.



Established 1919

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SPRINGER TRANSFER COMPANY
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Operating the Only Fireproof Storage Warehouse
in New Mexico

Complete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

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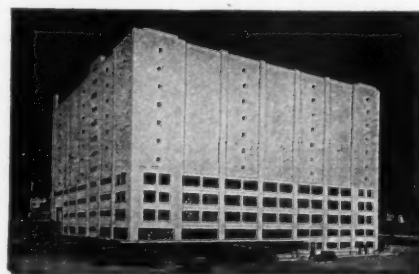
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Colonie and Montgomery Sts., Albany, N. Y.

Telephone 3-4101

So. Cal.'s "Winter Sun Carnival" to Boost Travel

What might prove to be an indirect aid to both Eastern and Pacific Coast moving business is indicated by plans of the All-Year Club of Southern California for promotion of the "Winter Sun Carnival." Undoubtedly a percentage of the visitors—impressed by the beauties of Southern California—will give consideration to making the Golden State their permanent home.

All organizations and communities have been invited to join in a coordinated campaign. In addition to the "Winter Sun Carnival," which stresses 300 events as a real reason for coming to California early this Winter, emphasis will be placed on the worry-fagged business-



man's need of rest to better fit him to carry on through this war-jittery period. The theme of the campaign will be, "Are you working too hard?" The All-Year Club presents an attractive inducement to overworked executives to come early and stay late, as will be evident in the accompanying illustration, which portrays the queen and her court bedecked in turkey feathers at Ramona's annual Turkey Day Celebration.

An enthusiastic booster of the campaign, the Bekins Van and Storage Co. extends to many of its Eastern friends an invitation to come to California this Winter and make any one of the company's offices headquarters during their sojourn.

10% Reduction on Grain Products

In a decision handed down during the latter part of August, in the case Tex-O-Kan Flour Mills et al. versus Abilene & Southern Railway et al., filed in 1934, the Interstate Commerce Commission directed that a rate reduction, amounting to approximately 10 per cent, be applied to shipments of grain and grain products—principally flour—originating in Southern Kansas, Southeastern Colorado, New Mexico, Oklahoma, and Texas and moving via rail-ocean and rail-ocean-rail, to North Atlantic ports from Norfolk, Va., to Boston, Mass. This new rate equalizes with all-rail or rail-lakes rates from States North of Oklahoma, and rates from California rail-ocean through Gulf ports.—Smith.

ALBANY, N. Y.

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STORAGE WAREHOUSES
Moving—Trucking—Crating—Shipping—Packing—Pool Cars
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Daily freight service throughout Capitol District.

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FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
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Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION

FREE AND BONDED WAREHOUSES
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

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BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
Sprinkler system A.D.T. Watchman. Insurance rate 7.2¢. Private siding
B.E.D.T.R.H. switching to and from all lines entering N. Y. Harbor. Capacity
40 cars. Motor truck platform capacity 20 trucks.
SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor
Terminal and transport service; fleet of motor trucks serving metropolitan area
daily—Licensed and bonded trucks maintained to transport liquors and imported
merchandise. Dry storage and temperature controlled rooms. Dock facilities for
lighters and barges. See Newark, New Jersey for additional facilities.

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Fireproof Warehouses
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"First Moving Vans in America"
Modern Depository for the Storage of
Household Goods

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INTERIOR WAREHOUSES
100% HEATED—SPRINKLERED

600,000 SQUARE FEET

100 CAR SIDINGS

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CONTRACTORS

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Economical Storage and Shipping

KEYSTONE WAREHOUSE CO.

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp. Steamers,
N. Y. Barge Canal Lines and all R.R.'s.
Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

BUFFALO, N. Y.

Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING**

BUFFALO, N. Y.

Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.


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Specializes in handling pool cars. Lowest insurance rates. Stores autos and general merchandise.

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Offices—163 Georgia St.

Household Furniture—Storage and Removals—
Local, Long Distance — Special Storage and
Handling of Electrical Appliances for Merchandising Purposes.Member
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New York and Chicago

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**GENERAL MERCHANDISE—COLD STORAGE
WAREHOUSE**Cargo-Handling
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Terminal
96 Car Track
Capacity
1500 Feet Private
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ELMIRA, N. Y.

A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER
ATA—NWA—ALLIED VAN LINES**Factories on the Move**

(Concluded from page 46)

ing main one and 3-story unit, powerhouse and machine shop and other structures. It will be used for production of resin products for plastics manufacture. Cost close to \$500,000 with equipment.

North American Aviation, Inc., Inglewood, Cal., airplanes and parts, has let contract for branch plant near Hensley Field, Dallas, Tex. Cost with equipment close to \$6,000,000.

**American Storage, Charlotte
Plans New Structure**

American Storage & Warehouse Co., Charlotte, N. C., has planned a new building to be erected at the intersection of Tuckasee and Thrift roads and the P. & N. Railway Co. tracks, which will be extended about 500 ft. to provide transportation facilities at the structure. It will be 167 by 150 ft. in size and one-story high, of modern warehouse construction. Space for the company's office and for its warehouse needs will be provided. The structure will be of brick with a wood roof, and a concrete floor. The company, headed by T. E. Rea, is now situated at 505 South Cedar St.

The new building will provide a large amount of additional floorspace to handle its business. It is hoped to have the building ready for occupancy before the first of the new year. It is understood that erection of the structure will not take more than 2 to 3 months. Cost approximately \$40,000.

**88% Increase in Rail
Export Traffic**

Export traffic through Atlantic and Gulf ports in August, 1940, was about 88 per cent greater than in the same month a year ago. Cars of export freight, other than grain, unloaded at these ports in August totaled 51,334 cars, compared with 27,278 cars last year, or an increase of 24,056 cars. The previous high of 46,554 cars was reached in July this year.

**Export Quota of Rubber
Raised to 90%**

In order to expedite additional United States purchases of emergency stocks of rubber, the International Rubber Regulation Committee, London, England, on Sept. 9 raised its export quota from 85 per cent to 90 per cent of standard tonnages.

The increase was made retroactive to Aug. 1 and will be in force the remainder of the year.

Some time ago the quota was lifted to 85 per cent to permit speedy acquisition of 150,000 tons of rubber by the U. S. Government. Since then, however, the U. S. Government has decided to accumulate supplies above that level and to facilitate this, the export quota increase became necessary. Under agreement, U. S. stocks are to be accumulated at prices ranging from 18 to 20 cents per pound.

Bahama Import Licenses

The importation into the Bahamas of all products from all non-Empire countries has been made subject to license. The order does not specifically exempt goods enroute from the import license requirements. Import licenses may be refused at the discretion of the licensing authorities.

Exempted from the import license are such effects as travelers' samples, baggage, gifts and non-commercial importations not exceeding £10 in value at any one time, imported at intervals of not less than a month.

FLUSHING, L. I., N. Y.

Established 1903

Flushing Storage Warehouse Company

135-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods and Office Equipment. 10 blocks from L. I. Railroad Corona Freight Station. Serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston, Great Neck, Little Neck, Port Washington, Manhasset, Hempstead, Garden City.

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JAMAICA, L. I., N. Y.

1940—OUR 32nd YEAR

JAMAICA STORAGE WAREHOUSE COMPANY

170th ST. at L.I.R.R., JAMAICA, N. Y.

JAMAICA, L. I., N. Y.

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FIREPROOF WAREHOUSE—VAN SERVICE—PACKING
Heavy Hauling Rigging & Hoisting

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All Long Island points use our Storage—Distribution & Hauling Facilities For Household Goods, Cased Goods, Etc.
Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

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40 Warehouses 40 Cities



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Fireproof Warehouses

Modern Equipment

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Prompt Remittances

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Bonded Truckmen and Forwarders

Phone Walker 5-9232

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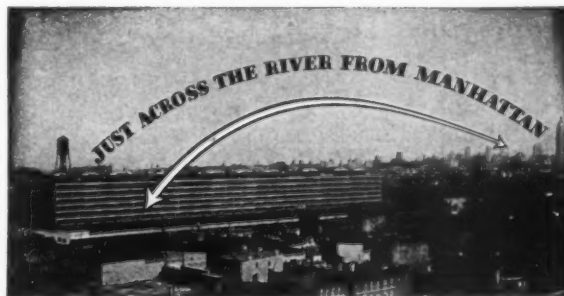
LACKAWANNA
WAREHOUSE COMPANY, INC.

JERSEY CITY, N. J.

(Two blocks from tunnel plaza)

Albert D. Walsh
President

Over 1,000,000 sq. ft. of light, well ventilated space carrying a 6¢ insurance rate. Over 1000 ft. of truck platform served by 24 modern freight elevators and a fleet of high speed electric trucks. Sheltered D.L.&W. R.R. siding accommodating over 50 cars. Present day distribution demands can only be met thru such ideal facilities as are here provided.



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STORAGE

EASY ACCESSIBILITY QUICK HANDLING
EXCELLENT LOADING FACILITIES NEW YORK'S LARGEST TRUCK SCALE
TWO MODERN FIREPROOF WAREHOUSES
SPRINKLED SECTIONS LOW INSURANCE RATES

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STORAGE & WAREHOUSE CO.

SEVENTH AVENUE at 52nd STREET THIRD AVENUE at 80th STREET



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WITH
LINCOLN

Three million dollars
capital and fifty years'
skilled experience
stand ready to serve
you.



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is exclusive Manhattan agent for the famous
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LONG DISTANCE MOVING

of household goods, personal effects or office equipment in,
from or to New York City, or anywhere in the United States
or Canada, safely and expertly, is a special skill of LINCOLN
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Lift Vans to all parts of the world.

Our steel and concrete building offers safest and most con-
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Storage, Distribution and Freight Forwarding
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IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
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Unusual facilities and unlimited experience in forward-
ing and transportation. Motor truck service furnished
when required, both local and long distance. Lehigh
Valley R.R. siding—12 car capacity—in the building.
Prompt handling—domestic or foreign shipments.

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Starrett Lehigh Bldg.
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Represented by Associated Warehouse, Inc.—New York City and Chicago

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THE NATIONAL COLD STORAGE CO., INC.

Operating Warehouses for Storage of Perishable Food Products
DISTRIBUTION FACILITIES—BONDED AND FREE

Brooklyn Warehouse Adjacent to Pier and Wharf Accommodations

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NEW YORK, N. Y.

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Free and bonded storage facilities licensed by Commodities Exchanges.
Space for lease (large & small units) for manufacturers and distributors.
Pier and wharf accommodations.
Railroad connections with all Trunk Lines.

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NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester
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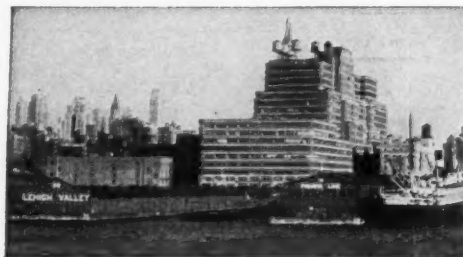
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Five Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

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Side midtown skyline, the STARRETT-LEHIGH BUILDING
offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level;
elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor
facilities throughout
- Floor areas, 52,000 to 124,000 sq. ft. Smaller
units may be leased
- High safety standard—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

INVESTIGATE —learn what satisfied, nationally-known occupants are
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General Merchandise Storage and Distribution
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Adjacent to New York Central R. R.—Penn. R. R.—
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Specializing in:

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Storage • Distribution • Trucking • Packing
Foreign Lift-Van Service

One of the greatest wastes in business
today is the inability of many adver-
tisers to stick to adopted programs.

Quick Frozen Foods Require Modern Trucks

(Continued from page 80)

starting with 10 of the larger size and gradually increasing the number to 35. About 2 yrs. ago, the Monon Railroad started with 2 and now has 13. The Chesapeake & Ohio about 2 yrs. ago started with 6. About a year ago the Erie Railroad started with 10 fitted for dry-ice. Recently, the Erie got 20 more equipped for wet-ice; and it should be added that a wet-ice container also may be used for dry-ice by placing tarpaulin over the wet-ice tank, though of course, the presence of the tank for wet-ice causes a loss of about 40 cu. ft. of payload space. The Wabash recently started with 10 of the wet-ice type; and the Soo Line with 3 of the dry-ice type.

The most recent railroad to start with Zimmerman containers is the Illinois Central Lines, and with a size which represents a new shipping trend for these containers. This railroad is now using 33 containers of a small new type for dry-ice, having a capacity of 45 cu. ft. and designed to carry about 1,275 lbs. of mixed refrigerated products. This size of container seems especially well adapted to rail-truck service or for exclusive motor carrier use; and it will be noted that it is approximately the same size as the newest model of the Portakold. Also it is only a little smaller than the Zimmerman container designed several years ago especially for motor truck service. It has 55 cu. ft. of loading space, as compared with 160 cu. ft. for the larger railroad container. It weighs 500 lbs., as compared with 1,500 for the railroad container; and has a load limit of 3,000 lbs., as compared with 7,000 lbs. for the railroad container. It requires no lift-jack and is easily handled with the aid of 2 rear roller-bearing wheels and 2 front swivel wheels.

An additional new trend in the Zimmerman containers is the use of about 15 of a still smaller "trunk" size by John Sexton and Co., large Chicago wholesale grocer, for its delivery trucks. These containers have a capacity of about 15 cu. ft., capable of carrying 200 to 300 lbs. of frozen foods. This container can be refrigerated with 15 lbs. of dry-ice, which, it is reported, will maintain an interior zero temperature for 24 hrs. against an outside temperature of 90 deg.

A further interesting experiment with the Zimmerman container is being made by a large Boston candy manufacturing company. It is testing out 3 different models of a container a little larger than the Sexton design. It is of the trunk type, open either at the side or at the top. It is 41 in. wide by 30 in. high and 40 in. long, and planned to carry about 450 lbs. of candy. It is designed to hold this product, without the use of ice, at a desirable medium temperature through a period of 4 days.

With many shippers, it is a debatable question whether they should or should not try to own the containers in which they make their l.c.l. refrigerated shipments. The shipper who does own the containers has some advantages. He has more freedom in their use. He is at liberty to move them right into a cold storage or processing plant for pre-cooling and while they are being loaded; and he has the same liberty when they are being unloaded. On the other hand, when he ships his own container with his goods, he must pay double freight on the container—both in sending it and in getting it back. That is, unless he is lucky enough to get a return load for a container when it is being returned. While this luck doesn't often happen to a shipper, it should happen fairly often to a rail or a motor carrier. The Interstate Commerce Commission has been petitioned for a decrease to one-half rate for the return of empty containers to shippers, but as yet there has been no such favorable I.C.C. ruling.

One shipper took another viewpoint. "I believe it is best," said he, "for me not to own the containers I use.

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Private Siding

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Members

A. W. A.

A. CHN. WHSES.

First, my containers probably would be traveling empty half of the time; whereas, a railroad often should be able to schedule them both ways. Also, the containers would be a nuisance to look after; and if I should be short of containers and send one out to a good customer, and he should be slow in unloading it and should keep it for several extra days—what could I do about it? Of course, when the container is owned by the railroad company, the consignee has nothing to do with its management and cannot delay it."

One of the best-known of the smaller portable containers suitable for quick-frozen foods and other perishables is the Church type. It has been developed through a period of years by Major Elihu Church and is now manufactured by the General Electric Co. Not long ago it was adopted for exclusive use by the Railway Express Agency, which, through its railroad connections, serves about 23,000 different railroad stations. The Church container has been designed for the quick handling necessary for express service.

It is of large trunk size, protected with corrugated sheet steel with end handles and 6 rollers. It may be loaded on or unloaded from an express car within 2 or 3 minutes. It has about 10 cu. ft. of payload capacity and will carry 350 to 400 lbs. of most refrigerated materials. It was designed for and adopted by the Express company especially for handling quick-frozen foods. The newest models have a top-sliding or adjustable bunker for holding either wet-ice or dry-ice refrigerant. There are baffle plates for controlled low or medium temperature. About 150 Church containers are now in use by the Express company, as compared with 100 about a year ago. They are being routed over the country much as are railroad refrigerator cars. The shipper pays regular express rates on a minimum of 350 lbs. of the product to be shipped. Also, there is a "service charge" of \$3 for a trip of 48 hrs., and \$4 for more than 72 hrs. The shipper pays for the refrigerant used. There is an additional charge of 50 cents a day beyond the 24-hr. loading or unloading period for the use of the container. For the special convenience of retailers, there has been developed a supplementing top cover which may be purchased or rented and which converts the container into a display cabinet for frozen foods.

However, it is stated that the Church containers are being little used for such display; and they are not being as much used for the shipment of frozen foods as was originally hoped. The assumed reason is that frozen foods generally cannot be profitably retailed on the basis of the higher express shipping charges, as compared with other possible ways of shipping. In approximate order of their relative volume, the following are some of the goods which are being most largely shipped in Church containers: oysters, serums and vaccines, shrimps, fresh berries, hatching eggs, technicolor and other films, candy, fish eggs, ice cream, sausage, and yeast.

Still another type of shipping container for quick-frozen foods is the Shamrock cork-insulated shipper made by Meese, Inc., Madison, Ind. The manufacturer remarks that its containers cannot be well standardized, "since the packages used by the frosted food people vary so greatly and the quantities to be shipped vary so greatly." So it has developed a variety of refrigeration storage cans, light collapsible vending cases, and small and large portable shipper cabinets with rear doors which may be shipped by express or will fit any style of light delivery truck body. They are kept light in weight through the use of heavy duck outer covering, the inner insulation provided by ground cork compressed into individual pockets. One of its medium-sized truck types has a capacity of 12½ cu. ft. and will carry approximately 300 lbs. of frozen foods.

There have been steady developments in the design of insulated small truck bodies for "peddling" distribution of quick-frozen foods. Many of these are still in the experimental stage, though in general, they utilize

(Concluded on page 91)

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Household Goods — Merchandise
Long Distance Moving — Pool Car Distribution
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Pool Cars
Inter-City Truck Depot



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General Storage—Cold Storage—Household Goods
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RELIABILITY — are found at

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Low Insurance.

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Two Private Docks Capable of Serving Any Size Boat on the Lakes
Both Inland and Dock-Side Warehouses.

Quick Frozen Foods Require Modern Trucks

(Concluded from page 88)

the tested principles of "ice-cream bodies." General Foods Corp., distributor of the Birds Eye brand, is establishing its own refrigerated trucks to deliver its goods to the dealers adjacent to its own central distribution points. As another example, the Booth Fisheries Corp. is experimenting in the Chicago area with a new type of truck body which utilizes the principles of the most improved ice-cream bodies. It has dry-zero insulation for walls and ceiling and cork floor insulation. Two interior compartments are served by side and end doors, and they are kept refrigerated by 3 Doleco plates. These plates are charged each night by means of an electrically-operated compressor located at one end of the driver's seat. The products to be vended are loaded each morning from a warehouse where they are kept at 10 deg. below zero. Though the truck body doors may be opened 40 to 50 times during the day for the peddling deliveries over a radius of about 50 miles, the inner temperature rises only about 12 deg. during this period.

Another truck vending job for quick-frozen foods is being undertaken in a big way by the fleets of "Bob White trucks" being established in a number of the large Eastern cities and their suburbs. This is a part of a Coast-to-Coast plan of the Bob White Frosted Foods, Inc. Each different fleet is locally owned and operated and establishes its own delivery route. There are already established routes in several Eastern cities. Bob White is using 1/2-ton Fords and Chevrolets, with outside body dimensions of 74 in., width 48 in., and height 45 in. The bodies have 8-in. insulated walls and 10-in. insulated tops, and use dry-ice. There are 2 insulated interior compartments for frozen foods; and one for butter which is being handled largely as a "door opener" for the driver-vendor for each individual truck. He will carry with him from door to door a little insulated satchel with an assortment of frozen-food packages and will announce his approach with a "Bob White" whistle.

Thus, looking at the picture as a whole, the trucking industry has already accomplished a great deal toward providing the improved distribution service demanded by quick-frozen foods. However, much yet remains to be done to meet the full motor transportation needs of this rapidly growing industry.

Lost: One N. Y. State Bill

(Continued from page 41)

4. Putting the profession in the hands of politicians.

When the United States Government Printing Office issued the first copies of Industrial Traffic Management, the charge was made that a correspondence school paid for them or had them published. Whereas, "The Forward" page 7, informs the reader that The Associated Traffic Clubs of America requested that a survey be made of industrial traffic management in its relation to business.

A New York association of shippers considers the assembly bill No. 147, principally in the interest of private schools. No mention is made of the fact that students of traffic management have the benefit of free instruction in New York City and W.P.A. schools. Surely the C.P.A., previously mentioned, would call the school objection evidence of the lack of the spirit of professional men.

When it is considered that traffic management is highly advertised as an uncrowded profession, does not the school objection sound foolish indeed? Especially so, when an examination of the catalogues of professional schools will show that alumni associations and professional societies offer scholarships and prizes to

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"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

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Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

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Pool Cars and L. C. L. Distribution to the Pacific Northwest and
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Our Personal Supervision assures you prompt and proper service.

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COVER THE NORTHWEST
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Complete Facilities for Storage and Distribution
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Agents: Universal Transcontinental Freight Service

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100,000 CU. FT. COLD STORAGE
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LEHIGH & NEW
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Cars
Efficiently
Handled
Merchandise
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Household
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P. E. R. Siding Agent for Aero Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's
Association, Penna. Furniture Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses

students preparing to enter their professions, which professions are not advertised to be uncrowded, but known to be crowded, even though the standards of admissions have been raised.

Before me is page 6 from the April 14, 1940, *This Week* magazine. My attention is called to the article "Brains Wanted," written by Lyle M. Spencer.

Underneath the caption "Brains Wanted," it is stated: "In the transportation industry, railroads, motor carriers and traffic management need people who possess not only ideas, but the initiative and ability to translate these ideas into action. Researchers of all kinds are needed badly."

All too many big shots know more about golf or cards than transportation. Were it not for efficient subalterns and assistants, their jobs wouldn't last long. I asked a certain general traffic manager if he had read Wilson's "The Transportation Crisis." He replied, "I didn't know he wrote it. Correspondence school stuff, I suppose. I got my traffic management back in the old railroad rate department. All this book learning and professional institute stuff are tommy-rot to me. I graduated from the school of experience."

Rightly, does this executive vice-president say, "I fear the earnest labors and research of our scholarly men are unknown to the vast majority of transportation men. The school of experience and the old rate department are still considered satisfactory training places for modern traffic management. Therefore, ambitious young men and women turn to other professions even though they are said to be crowded, while 'Brains are Wanted' in the transportation industry."

The following statement taken from a letter bearing a New York City address should settle the school question: "As to how a man is to get the necessary education does not matter. The question of schools inheriting new pupils is beside the question. No objection seems to be current in regard to schooling for other professions. Needless to say, none of these other professions got anywhere until they were organized and had set up standards upon which their members were judged before being permitted to enter the profession."

The writer has been requested to comment upon the objection of the New York Merchants' Association to the assembly bill No. 147, which objection states that this bill "would increase the cost of the traffic department and destroy its efficiency by Government control."

I agree with the New York attorney to whom the writer sent a request for up-to-date information regarding professional societies and laws regulating same in the State of New York, when he said, "The objection is amazingly stupid, inasmuch as a civil body should know by this time that professional groups in New York State are self-governing."

To prove that the objection is stupid, I offer the following illustration. Let us consider that traffic management has received legal recognition in the State of New York.

1. Traffic managers wrote the law; it was proposed, not imposed.
2. Traffic managers compose the Board of Examiners.
3. The professional designation is C.T.M., certified traffic manager.

John Smith, C.T.M., is employed by a firm, a member of the Merchants' Association.

1. He, as before receiving the C.T.M., takes orders from the executives of the firm and no one else, as far as his relation to the firm is concerned.
2. He can be fired when the officers of the firm want to fire him.
3. His salary can be lowered or raised.

But suppose this firm has a shipping clerk or traffic manager. In this case, the benefits of professionalization do not affect the firm, unless, of course, the shipping clerk or traffic manager decides to prepare for the C.T.M., and certainly it must be admitted that any firm

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 PENNA. R. R. SIDING
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 Storage in Transit Pool Car Distribution
 Packing — Shipping — Hauling
 Fireproof Furniture Storage
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 Forwarding
 Manufacturers' Distributors, Carload Distribution, Local
 and Long Distance Moving
 Members May. W.A.—P.F.W.A.

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 Cable Address "Fenco"
 Pool Cars a Specialty P. R.R. Siding
 Storage, moving and distribution of household goods and merchandise

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Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.
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 Bus type vans for speedy delivery anywhere. We distribute
 pool cars of household goods. Prompt remittance.
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 transit privileges. Goods of all kinds, bonded and free.

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MILLER**North Broad Storage Co.**

BROAD & LEHIGH & BRANCHES
 Member P.M.T.A., C.F.M.A. of Pa.

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22 Modern Warehouses

CENTRALLY LOCATED in all leading business sections... close to piers... direct connections with all R.R.'s... and our own fleet of 22 modern transports.

OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

SHIPPING to and from all eastern markets and world ports.

WRITE for particulars regarding many valuable services offered.

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General Offices, Cor. 4th & Chestnut Sts., Philadelphia
 WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
 American Warehousemen's Association (Merchandise Division)
 Pennsylvania Warehousemen's Association
 NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
 J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235
 CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

that has a number 2 traffic manager, who is ambitious enough to study in order to get into the number one class and pays for the instruction, should be happy indeed.

However, if the traffic manager does not care to prepare for the C.T.M., the regulation adopted or law adopted, simply prohibits this traffic manager from calling himself a C.T.M. until he passes the examination.

Again, let us suppose this firm has had the services of a C.T.M., or, they haven't had and they want it. Professionalization extends to this firm the assurance that they are obtaining a C.T.M. The firm regulates the salary, hiring, and firing. If the C.T.M. is a traffic consultant, the matter of fees will be handled as at present. Now, where is Government control in such a program?

In the August, 1939, issue of *DandW*, under the caption "Legislation, Politicians, and Education in Traffic Management" the writer quoted from the published records of professional societies, statements in proof of the assertion that the crooked politicians within the society rather than those in legislative halls are more to be feared and watched. And he would again state that a national professional society for traffic management is most desirable, but State councils or societies must likewise be organized, if the professionalization of traffic management is to be of real service and on the same plane as the Big Ten professions.

State Bar Assn. blitzkriegs which seek to confine practice before State regulatory commissions to attorneys-at-law only, are still at various times and places distributing the peaceful slumbers of an unorganized, non-professionalized traffic management. News from the camp of the enemy, advises that the Mahoney-Erlich Bill introduced towards the close of the New York

(Concluded on page 95)

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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with Complete Coverage of the Philadelphia Trading Area

Terminal Warehouses are located adjacent to each of the main retail, wholesale, industrial and river-front areas of Philadelphia. All are of modern construction, and earn low insurance rates. Each is provided with the most up-to-date equipment for the safe, prompt and economical handling of goods of every kind. Special

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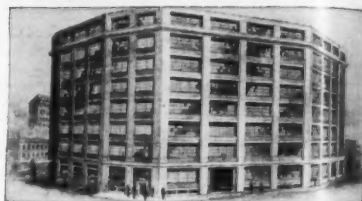
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TWO WAREHOUSES
17th AND PIKE STS.
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A Quarter of a Million Square
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Also operators of

WHITE MOTOR EXPRESS CO.

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Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

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MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

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MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



Lost: A N. Y. State Bill

(Concluded from page 93)

Legislature and almost rushed through, caught the disorganized slumbering traffic managers as usual, unaware and unprepared.

The boast that it would be easier to gather 10,000 old maids at a State capitol to protect their interests than 10 traffic managers to protect theirs, should cause traffic managers in the Empire State to immediately prepare for the next attack.

However, the major objective of traffic management is to prove to business executives, the truthfulness of the 3 statements quoted below from Industrial Traffic Management Domestic Commerce, Series No. 39. A national institute and State societies can unite wholeheartedly:

1. In making known the benefits of expert transportation supervision.

2. In making known the fact that traffic management has a body of technical data to be mastered by those who would efficiently practice the profession that rivals in extent and difficulty, the technology underlying other fields.

3. In making known the fact that traffic managers realize that as professional men, they must be imbued with a spirit of public service rather than the mere self-serving pursuit of a livelihood and profits.

The writer again repeats the statement made in the article referred to above, published in *DandW* of August, 1939, that is, that the writer holds in highest esteem those whose published text books and articles have enriched the body of technical data, and informative and instructional material that has made traffic management worthy of a place among the learned professions, and that the earnest labors and research of the scholarly men mentioned by the executive vice-president has made it possible for him to be of service in making known the benefits of traffic management to business executives in lectures, articles, and conversations.

In his present employment, the letters expressing appreciation for assistance given in obtaining classification and rate adjustments, overcharge recoveries, or for some other transportation information freely given, causes the writer to say that the benefits of traffic management are so greatly needed by so many, that to raise a standard for traffic management and to increase the number of real or number one traffic managers, is worthy of the united efforts of all traffic managers.

Obituary

(Continued from page 44)

When a young man, he became general manager in the New York area for Swift & Co. In 1898, he and his brother, Robert A., who survives, formed the wholesale meat and provision distributing firm of Adam Brothers Co., which later was bought out by the Swift and Armour companies. In 1898, he also became president of the Gansevoort Bank of New York City, a position he held until 1906.

Mr. Adams helped form the New York Credit Men's Assn. in 1895, and later was an incorporator of the National Credit Men's Assn. For the past 10 yrs., he had been president of the Marketmen's Assn. of the Port of New York. As chairman of the Warehousemen's Protective Committee for the past 7 yrs., he had fought alleged railroad encroachments into the warehouse field.

Surviving, besides his brother, are his wife, 2 daughters, 2 sons, T. A. and John Quincy, and 2 sisters.

T. Ed. New

T. ED. NEW, 66, president, New-Bell Storage Corp., Norfolk, Va., died Aug. 17. He was a native of Lexington, Mo., but had lived in Norfolk for many yrs., where he entered the storage business.

Mr. New was always active in Association affairs, and highly regarded by his many friends and associates.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding B. & O. R.R.

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General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

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HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

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Agent for Allied Van Lines, Inc.



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Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

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Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

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Est. 1923

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Low Insurance Rate

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135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler
Insurance at 13c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittance
Pool Cars distributed. made.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

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General Whse. & Dist. Co.

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"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District

Sprinklered Low Insurance
Private R. R. siding Perfect service

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W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum Distribution a Specialty.
Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

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Storage (Mds.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
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Automatic Sprinkler System—Centrally Located

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Automatic Sprinklered—Spot Stock and Pool Car Distri-
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A policy of making advertisers contract
for a schedule forces many advertisers to
succeed in spite of themselves.

He was a member of the Norfolk Rotary Club and a
number of other civic organizations.

He is survived by his wife, Mrs. Eula Parker New;
a son, J. Parker New; a daughter, Mrs. Virginia N.
Leech, of Parris Island, S. C.; a sister, Mrs. Addie
Jones, of Newport News, and a nephew, John W. New,
of Norfolk.

W. F. Hill, Sr.

W. F. HILL, Sr., founder of the Hill Warehouse and
Trucking Co., Superior, Wis., died Aug. 28, after
a lingering illness. He was 72 and had been a resident
of Superior for 52 yrs., where primarily, he was active
as a contractor. The warehousing business has been
managed for some time by his son, William F. Hill, Jr.
Other survivors are another son, James J., 5 daughters,
and 2 brothers. Mr. Hill was a member of the Superior
Elks Lodge 403; Masonic Lodge 236 F. and A.M. and
the Tripoli Shrine, Milwaukee.

William P. Stevens

WILLIAM P. STEVENS, president, Terminal Ice &
Cold Storage Co., Portland, Ore., died Aug. 16. He
was born in Eugene, Ore., and later moved to Eastern,
Ore.

Mr. Stevens was a graduate of the University of Ore-
gon. He is survived by his wife, 2 children and a sister.
—Haskell.

**Price-Bass Adds Household
Goods Deliveries and Storage**

The Price-Bass Co., Nashville, Tenn., is being issued
a permit by the Railroad and Public Utilities Commis-
sion to haul household goods over the road throughout
the State. A few trucks will be placed in operation;
however, as the business develops, the company expects
to convert such of its trucks to van equipment as are
necessary to take care of the increased volume.

The company was engaged in the household goods
business for many years prior to 1920, when that type
of business was discontinued in favor of centering atten-
tion on merchandise storage. The company now states
that it has experienced such radical changes in the
handling of merchandise as to find it necessary to re-
enter the household goods hauling and storage business.

One section of the warehouse is being allocated to the
storage of household goods, packing, crating and re-
conditioning.

Efforts have been confined to local handling. In the
case of interstate shipments, the company has been act-
ing as agent for Greyvan Lines.

**Nickey Warehouses, Memphis
Opens New Plant**

B. T. Grills, secretary and manager, Nickey Ware-
houses, Inc. announces opening of a modern public ware-
house at 305 West Trigg Ave., Memphis, Tenn., with
excellent facilities, equipment management and person-
nel to assure prompt and efficient service.

The warehouse is "located in the center of things,"
covering 81,980 sq. ft. of storage space. It is built of
concrete and brick, has automatic sprinkler protection,
and ample dock space for motor trucks under cover.
Especially adapted for heavy commodities, and fully
equipped to render complete warehouse service. Served
by Frisco, Illinois Central and Missouri Pacific Rail-
roads. 9-car rail siding.

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Contract operators for all rail lines and Universal Carloading and

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Member Southwestern Warehouse & Transferees' Association—

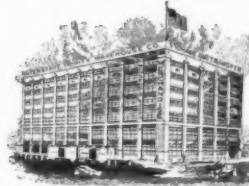
American Chain of Warehouses



DALLAS, TEXAS

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301 North Market Street, Dallas



Merchandise Storage and Distribution

Household Goods Storage, Moving & Packing

Long Distance Hauling

Associate Managers

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BEAUMONT, TEXAS

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656 Neches St.

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Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

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Complete staff of experienced Merchandise Warehousemen.

Modern facilities for the handling and storing of Merchandise. Lowest insurance

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Consolidate pool cars for inland points such as, San Antonio, Laredo and Rio

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SERVING THE GREAT SOUTHWEST AREA

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Specialists In

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Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Paz. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin, Hobbesville and Rio Grande Valley. Expert handling. S.W.A. members.

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In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years

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Modern Fireproof

Construction—

Office, Display,

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Operators of the

Lone Star Package Car

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AIR CONDITIONED OFFICE AND WAREHOUSE SPACE

Low Insurance Rate Efficient Service

COOLER ROOM SPACE

Warehouse also in Ft. Worth

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"Bankers of Merchandise"

"Service With Security"

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Lowest Content Insurance Rate

Fireproof Storage of Household Goods, Autos

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Private Truckage—T. & P. and So. Pac. Rys.

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With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

For 60
Years
BINYON-O'KEEFE
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Storage, Cartage, Pool Car Distribution



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 OFFICE AND DISPLAY SPACE

Low Insurance Rate

Efficient Service

A MODERN WAREHOUSING PLANT

Members AWA—SWA

Warehouse also in Dallas

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WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
 Centrally Located — Lowest Insurance Rate
 Private Siding Southern Pacific Ry. Co.

Goliad & Morin Sts.

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Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

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General Storage Cold Storage U. S. Custom Bonded
 A. D. T. Service Pool Car Distribution
 Office Space Display Space Parking Space
 Lowest Insurance Rate

New York Representative
 Phone PLaza 3-1235

Chicago Representative
 Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

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Southwest Group's Convention Program Completed

The 23rd annual convention of the Southwest Warehouse and Transfermen's Assn., to be held Oct. 9 to 11 at the Adolphus Hotel, Dallas, Texas, will hear Tilden Childs, district director, Bureau of Motor Carriers. Mr. Childs will talk on the scope of operating authority of I.C.C. certificates. Bob Abernathy's subject will be "Liability Pitfalls Encountered by Warehousemen." John H. Frederick's address will be on the subject of "Expert Traffic Managers for Warehouses." He will outline the correspondence course that he is giving at the University of Texas.

"Equalization of Interstate Household Goods Tariffs" and what is in the minds of directors of the Household Goods Carriers' Bureau for the "Simplification of Tariff No. 9" are the 2 topics assigned Stoney Beauchamp. Irey Faulk's subject is "Settlement of Storage Disputes by Arbitration".

Horace Avery, president of the Merchandise Division of the American Warehousemen's Assn., will attend. About 150 registrations are expected.

Though the industry, as a whole, has generally held that local moving is more practically based on hourly rates, there are, on the other hand, some advocates of the flat charge system. As a result, the convention will hear discussion under the title "Pro and Con of Local Moving Basis." It will be conducted in a sort of friendly debate style, with Frank Thomas, Hunter Transfer & Storage Co., Texarkana, taking one side of the question, and H. E. (Jack) Dalton, Dalton Transfer & Storage Co., Albuquerque, taking the other side. General discussion from the floor will follow.

"Labor Conditions Under the 40-Hour Week" is a subject that will hold interest of everyone at the convention. Inasmuch as the provisions of the Fair Labor Standards Act call for a drop to 40 hrs. on Oct. 24, 1940, with time and one-half for all hours in excess of 40 hrs. during the work-week, many interesting questions about this change are expected. For example, will it be practical to inaugurate the 5-day week; does the present scale of charges bring enough revenue to take on this additional expense in payroll; and what is to be done in regard to the approaching change in the minimum hourly wage to 40 cents? Curtice Robertson, Public Warehouse Co., Oklahoma City, will handle the subject.

Acclaim for Cal. Mdse. Streamlining Plan

The broad-gauge program for streamlining the warehouse industry, as outlined by C. H. Smith, traffic manager of the Davies Warehouse Co., Los Angeles, before the State convention of the California Warehousemen's Assn. at San Francisco in June (see page 47, August issue of *DandW*), has elicited much favorable comment from warehousing leaders and traffic managers in many parts of the country.

Those who have contacted Mr. Smith since the report appeared in the August issue are unanimous in their praise of his proposals which the convention delegated him to carry out in collaboration with a 5-man Modernization Committee composed of warehousemen from Los Angeles, San Diego and San Francisco, of which committee he is chairman.

While expressing approval, as a whole, of Mr. Smith's recommendation for revising the old system of multiple warehouse charges, as expressed in Point No. 1 of his 4-point program, warehousemen and traffic managers who have contacted him, indicated their heartiest endorsement of Points No. 3 and No. 4.

Interest of warehousemen in States other than California centered chiefly on Point No. 3, which pertains to the establishment of a flat rate for warehousing services, embracing such features as marking, storage,

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Comment on Point No. 4 came largely from warehousemen in cities in which line-haul movement of merchandise from steamship docks is a local factor. These men expressed keen interest in the suggestion for establishment of storage-in-transit privileges for merchandising now moving direct from docks to consignees, precluding use of public warehouse facilities because of subsequent local delivery costs.

The storage-in-transit proposal is of particular interest to Los Angeles warehousemen, where harbor district and metropolitan area are some 20 miles apart. It is expected that the CWA Modernization Committee will devote its earliest efforts to working out this phase of the Smith program.

Characteristic of the many letters from out-of-town received by Mr. Smith is one from P. W. Frenzel, vice president of the Saint Paul Terminal Warehouse Co., Saint Paul, Minn. Mr. Frenzel regards the Smith program so highly that he suggested that the address which Mr. Smith delivered before the convention of the California Warehousemen's Assn. (Modernized City Warehouse Service), be included in the agenda of the A.W.A. convention in Chicago, Feb. 11-14.

Prefacing his remarks with a request for a copy of the speech for presentation to Minnesota warehousemen at their September meeting, Mr. Frenzel wrote:

"Personally I am of the opinion that the subject is important enough to merit discussion on the program of our coming A.W.A. convention, for the warehouse business must keep in step with the requirements of modern streamlined production and distribution, or resign itself to whatever the outcome may be of the process of stagnation."—*Here.*

Banker Urges Wider Use of Warehouses

Raw material storage as a defense necessity, the importance of commodity credits, and the proper warehousing of inventories by public or field warehousemen to enhance inventories as acceptable bank collateral, are regarded by R. L. Gordon, assistant cashier of the Commodity Loan Dept. of the Bank of American National Trust and Savings Assn., Los Angeles, as matters of current vital interest which the warehousing industry, producers and manufacturers should work out to a basis of mutual satisfaction.

Mr. Gordon pointed out that the inadequacy of some phases of the American economic machinery has been emphasized since the beginning of the European war.

"With the embroilment of the Netherlands in the European conflict and the general unavailability of American and other vessels to transport crude rubber to this country in reasonable quantities," said Mr. Gordon, "rubber men began to recognize the desirability as well as the necessity of having on hand a backlog of supplies. While it is true that synthetics are being developed and may in time obviate the necessity for extensive imports of natural crude rubber, that time is so remote as to offer no present panacea."

Mr. Gordon recommended that the situation be met in the rubber and tire industry by warehousing crude rubber at once to provide for future contingencies. He pointed out that many rubber operators find it advantageous to make these supplies pay their way by borrowing at their banks with warehouse receipts on crude rubber as collateral.

The identical situation, according to Mr. Gordon, prevails in the field of newsprint, tungsten and scores of other commodities, as well as merchandise wholly domestic in nature.

"Any shortage of raw material," stated Mr. Gordon, "that results in inability to function normally is unnecessary under the present order where an operator with a responsible capital setup and operating record can use almost any raw material for borrowing purposes, thus to purchase and store additional supplies."

The storing of both raw and processed foodstuffs, in Mr. Gordon's opinion, is the logical program. He cites as reasons the fact that Europe and Asia eventually will return to a buying basis and that much of their purchased goods, of necessity, will originate in America.

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"It seems not unwise for producers and manufacturers to store against the demand that must come," said Mr. Gordon, "for if we assume that the wars continue, and carry the assumption to the point where America might become actively involved, the answer is the same. Goods will be needed. They must be available, not for profiteering purposes, not for speculation, but to fill what must inevitably be an urgent need. Producers and manufacturers in many lines probably would be prudent to carry supplies against such contingencies to the extreme extent warranted by their financial positions."

Warehouses, Mr. Gordon declared, afford the physical means of carrying supplies. In the past, he pointed out, too little consideration has been given by the various factors in business to the place of commodity credits in their financial picture.

"Producers and manufacturers," he said, "however, are beginning to realize that their inventories, properly warehoused by either public or field warehousemen, constitute acceptable collateral at the bank. Warehousemen gladly cooperate, as they thereby add to their own business. If both warehousemen and banks, in the course of making money for themselves, can open up avenues where clients can make more money, a genuine service has been rendered. Certainly, we should develop warehousing for collateral purposes."

The practice is not only entirely ethical, Mr. Gordon stressed, but is also vitally necessary in many instances. "It seems proper to conclude," the financier added, "that warehousing for collateral is good business for all concerned, and would serve not only an individual but also a national need, rendering a service that it seems impossible to render in any other way."—Herr.

New Federal Barges

Low bid for the construction of 15 barges for the Inland Waterways Corp. for operation by the Federal Barge Line was submitted by the American Bridge Co., Pittsburgh, Pa., with an offer of \$62,660 each. The bid totaled \$939,900. The barges are to be completed and delivered at Cairo, Ill., 310 days after work begins. The bid price included covers.

The barges are to be of the cargo hopper type, 280 ft. long, 48 ft. wide and 11 ft. deep. While there were 13 companies submitting bids, only 4 made offers for construction of the entire fleet.

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Waterways and Terminals

(Continued from page 43)

would give the Federal Government title to oil-bearing lands in California. Another resolution authorized the creation of a department of public defense within the association, to be composed of 7 members from various sections of the country.

The importance of adequate harbor facilities, both in peace and war, was emphasized in an address by Brigadier General Thomas M. Robbins, Washington, D. C., assistant chief of engineers, U. S. Army.

J. Spencer Smith, president American Shore and Beach Preservation Assn., and president of the New Jersey Board of Commerce and Navigation, delivered

an address on "Beach Erosion and Protection." G. H. Helmbold, director of operations and traffic for the U. S. Maritime Commission, discussed the operations of the Commission in relation to present war conditions and the transfer of United States Flag vessels to foreign registry. He declared that the Commission anticipates the severest competition among maritime nations when peace is restored, and that the Commission's aim is to handle transportation facilities as efficiently as possible.

William L. Montgomery, manager of the international trade department of the San Francisco Chamber of Commerce, discussed the current condition of foreign trade and declared that \$750,000,000 worth of trade with foreign markets is now excluded from the United States, not counting the United Kingdom and European countries.

The convention also authorized counsel for the association to intervene in the Terminal Island (Los Angeles Harbor) condemnation proceedings instituted by the Federal Government in connection with acquisition of a naval base site there. The action was taken because of asserted danger to all ports of the United States in the Federal proceedings instituted.

The American Assn. of Port Authorities Legislative Committee, which submitted the report, authorizing association counsel to intervene in the naval base proceedings, is composed of:

Julius Henry Cohen, general counsel, Port of New York Authority, chairman; D. A. Simmons, Houston; Charles A. Beardsley, Oakland; Rene Clerc, George D. LaRoche and Wilbur LaRoe, Jr., all of Washington, D. C.; Leander I. Shelley, New York, and Joseph S. Wilson, Wilmington, Del.—Herr.

San Francisco to Make Port Appointments

San Francisco shipping circles are pleased over the news that that port may shortly have a port traffic manager and port representative.

After a long wait, Joseph Marias, president of the State Board of Harbor Commissioners, has obtained consent from the State Board of Personnel to make arrangements for the new appointments. Civil service examinations will be held Oct. 5 for applicants in the 3 new classifications: port traffic manager, associate traffic manager, and port traffic representative. Actual appointments will be made as soon as possible after the tests.

The only port of its size in the United States which hitherto has been without traffic and trade managers, San Francisco will now be in a better situation to compete with other ports, traffic men believe. The attitude among shipping men is that the new posts will stimulate trade activity in the port by making for more expert handling of the problems of traffic movements. Promotion and publicizing of the advantages and facilities of the port is also anticipated as a by-product of the new activity, contingent on the appointments.—Gidlow.

Federal Barge Service Termination Dates

The Inland Waterways Corp., operating the Federal Barge Lines, has announced service termination dates that will be effective in areas affected by Winter weather. These are as follows: Illinois River Section, the last tow will leave New Orleans, Nov. 11, and on the southbound trip from Chicago, Nov. 27, and 2 days later at Peoria; Upper Mississippi River Section, last tow from New Orleans, Oct. 12, and on southbound trip from St. Paul and Minneapolis, Nov. 9 and 10, respectively; Missouri River Service, discontinued on Aug. 1 for remainder of season.

Service during the Winter months will be continued on the lower Mississippi River between St. Louis and New Orleans.

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Do any of your products require constant temperatures or humidity control? Consult our nearest cold storage warehouse advertiser or a merchandise advertiser that has air conditioning facilities.

Pacific Port Group Wants Self-Regulation


Opposition to placing inland and coastal water carriers under jurisdiction of the I.C.C., as provided for in the Wheeler-Lea Bill, and self-regulation of port charges featured the 27th annual convention of the Pacific Coast Assn. of Port Authorities at Long Beach, Cal., Sept. 8 to 10.

A resolution was adopted urging President Roosevelt not to approve the bill on grounds that "in an hour of national emergency, it is hazardous to take from trusted and experienced hands (U. S. Maritime Commission) control of our merchant marine."

An analysis favoring self-regulation of marine terminal groups was presented by J. R. West, executive secretary of the Northwest Marine Terminal Assn., Seattle, Wash. Mr. West told the 60 delegates from Western American and Canadian ports that State regulation has proved inadequate and ineffective and that "the idea of self-regulation is being tried by an increasing number of operators and it may well be that many difficulties and problems which some persons feel can be solved only by Federal regulation will yield to sincere and co-operative attack by the operators concerned." Mr. West's subject was "Should American Ports Have Federal, State or Self-Regulation of Port Charges?"

Warren D. Lamport, Long Beach Harbor Commissioner, opposed the principle of Federal regulation cen-

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tralized in Washington and cited investment banking as a prey to such regulation. Another speaker on the same subject was Fred Parr, Richmond, Cal., terminal corporation executive.

In a talk entitled "Problems of Increasing Costs of Cargo Handling Under Present System and Future Outlook," Frank P. Foisie of San Francisco, president of the Waterfront Employers' Assn. of the Pacific Coast, presented an indictment of men and influences which have caused an industrial production slowdown on the West Coast. He presented figures, charts and comparisons to indicate that cargo handling costs have almost doubled in the past 6 yrs., that work done per man-hour is little more than half what it was, and that mechanical equipment, instead of advancing, has decreased.

Mr. Foisie's statistical data revealed that from 1933 to 1938, wages increased while tons per man-hour dropped. At San Francisco in 1933, he declared, longshoremen were paid 85 cents an hour for 1.588 tons per man-hour; in 1938, \$1.18 an hour for .948 tons per man-hour. At Los Angeles Harbor, during the same 5-yr. period, according to Mr. Foisie, production fell from 1.45 tons in 1933 to .995 tons in 1938; in Seattle, from 1.876 tons to 1.552 tons; and in Portland, from 1.847 tons in 1933 to 1.444 tons in 1938.

George Osgood, Tacoma, Wash., led the discussion on "Cold Storage Facilities in Port Development."

K. J. Burns, Vancouver, B. C., was elected president for the 1940-41 term, J. W. Brennan, port director of San Diego, and Smith Wilson of Seattle, were named vice-presidents, and W. C. Bickford, general manager and chief engineer of the port of Seattle, was chosen to succeed John L. Kelly of Long Beach as secretary-treasurer. J. F. Marias, San Francisco, was named head of the shipbuilding committee, and Warren D. Lamport, Long Beach, as chairman of the committee on tide and submerged lands legislation. Seattle is the 1941 convention city.—Herr.

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